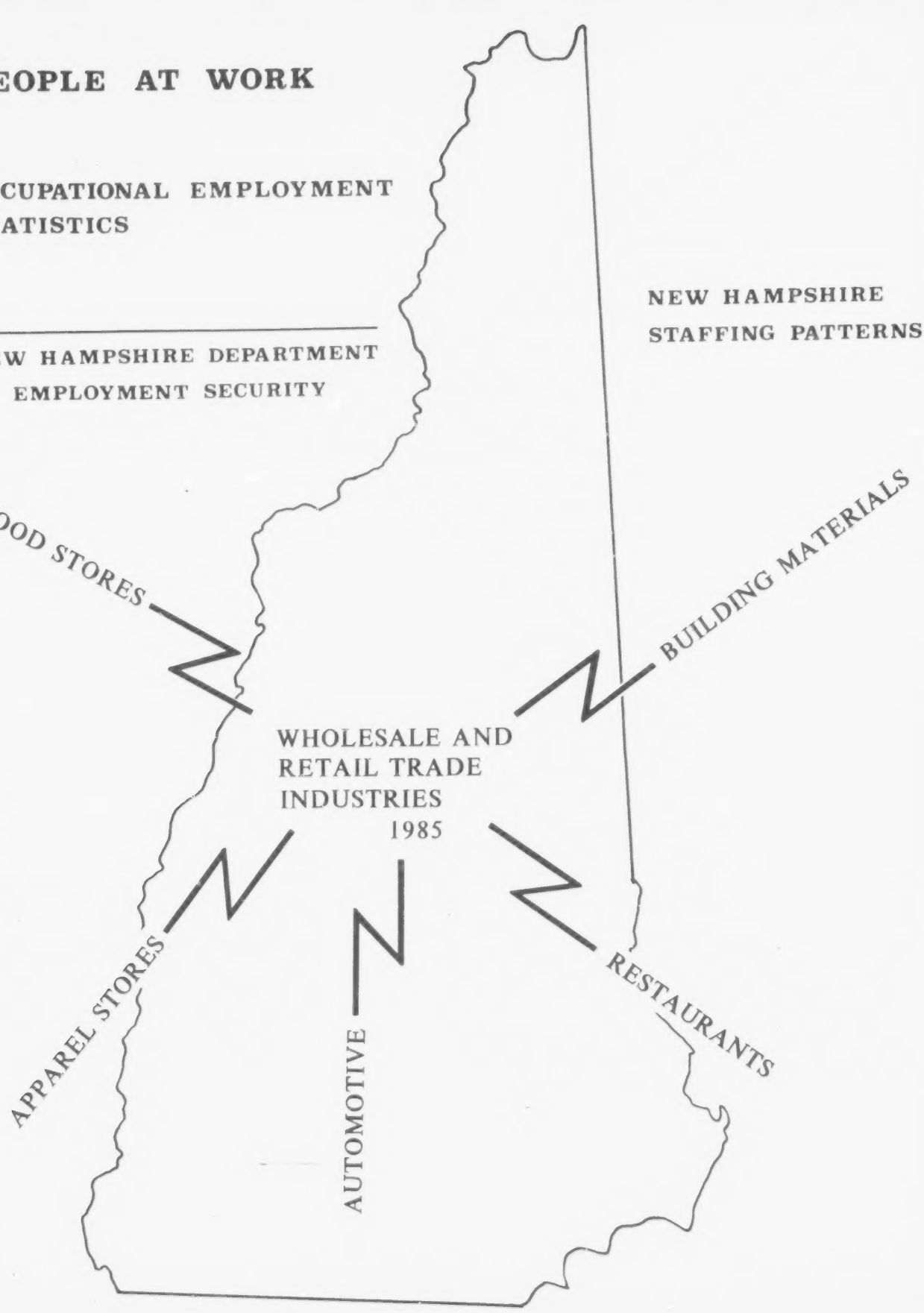
PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

NEW HAMPSHIRE STAFFING PATTERNS



NEW HAMPSHIRE STAFFING PATTERNS

IN

WHOLESALE AND RETAIL TRADE

1985

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U. S. BUREAU OF LABOR STATISTICS

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, D. C. for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff William Halm, with programming and data processing support provided by Richard Ricard, and typing by Madaline S. Moulton.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments: The survey; the industry-occupational matrix and the industry employment projections. This publication only presents the survey phase of the program.

The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202. The survey is conducted over a three year cycle. Manufacturing and Hospitals are surveyed in the first year; one half the nonmanufacturing industries in the second year; and the remainder of nonmanufacturing industries in the third year. Data are collected from employing establishments primarily by mail with telephone followups and personal visits when an establishment's response is critical to the survey. The OES survey is based on a random sample, stratified by industry and size, and designed to represent the total or "universe" of establishments covered in the survey. These data are then used to estimate total nonfarm wage and salary employment by occupation and industry for the state and selected substate areas.

The industry-occupational matrix is a chart, or array which is divided into columns and rows. The columns represent divisions of industry, such as manufacturing, finance, insurance and real estate (FIRE), wholesale trade and services. The rows represent large occupational groupings, including professional, paraprofessional and technical workers, clerical workers and sales workers. Each column and row is subdivided to provide a more detailed matrix of industries and occupations. For example, in the banking industry, tellers are listed in the clerical group, and computer programmers are listed in the professional, paraprofessional and technical group. Also the banking industry is part of the finance, insurance and real estate division.

The industry employment projections by occupation are based on knowing the staffing pattern or occupational makeup of the industry (as determined by the OES survey) and the industry employment for the target year. The industry employment is projected to the target year using a statistical technique called "regression analysis." The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1985 and June 1986, the New Hampshire Department of Employment Security conducted an occupational employment survey of the Wholesale and Retail Trade industries by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries.

No comparison between 1985 occupational estimates and the data from previous OES surveys was possible due to changes in the occupational coding system.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling

employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level. Some industries could not be published since they did not meet the publishing criteria.
(SEE APPENDIX)

SUMMARY

OCCUPATIONAL EMPLOYMENT IN WHOLESALE AND RETAIL TRADE INDUSTRIES (SIC 50-59)

During the occupational survey month of June 1985 there were 114,170 wage and salary workers employed in the wholesale and retail trade industries in New Hampshire. Compared to a similar survey in 1982, employment in Wholesale and Retail Trade grew by 23,641 workers or 26 percent. Wholesale trade accounted for only about 15 percent of the growth or 3,462 workers while Retail Trade added 20,179 workers. The growth rates for Wholesale and Retail Trade were 21.5 and 27 percent respectively. This compares with 1982 growth rates of 7 and 4 percent for these industries.

Table I shows the total employment in Wholesale and Retail Trade as broken out into major occupational categories. More than 6 out of every 10 workers are found in either sales or service occupational groups. Some of the significant occupations in these groups are Salespersons, Retail; Cashiers; Waiters and Waitresses; and Stock Clerks, Sales Floor. Production workers was the next largest group with over 13 percent. Within this group, automotive mechanics, truck drivers, light and heavy, service station attendants and freight, stock and material movers, hand, accounted for 48 percent of the workers.

Our sample consisted of 1,971 units representing an employment of 53,119. Usable responses were received from 1,485 units or 75 percent of the units sampled. The reported employment was 39,864 or 75 percent of the employment in the sample.

TABLE I

STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

SIC CODE	INDUSTRY CODE	SECOND QTR. 1985 ESTIMATED EMPLOYMENT	PERCENT						
			MANAGERIAL 10000-19999	PROFESSIONAL AND TECHNICAL 20000-39999	SALES 40000-49999	CLERICAL 50000-59999	SERVICE 60000-69999	AGRICULTURAL 70000-79999	PRODUCTION 80000-89999
50-59	TOTAL TRADE INDUSTRIES	114,170	8.3	2.8	36.2	12.1	27.3	0.1	13.2
50	WHOLESALE TRADE (Durable Goods)	12,440	11.1	6.5	27.5	26.8	0.6	*	27.5
501	Motor Vehicles & Automotive Parts & Supplies	2,226	9.5	3.1	32.7	24.4	1.1	*	29.2
503	Lumber & Other Construction Materials	1,180	9.4	2.6	20.3	27.0	0.5	*	40.2
506	Electrical Goods	1,604	10.3	8.5	39.5	27.9	0.3	*	13.5
507	Hardware & Plumbing & Heating	1,243	10.0	2.9	20.3	37.0	0.4	*	29.4
508	Machinery, Equipment, and Supplies	4,756	11.3	9.5	28.6	23.5	0.5	*	26.5
51	WHOLESALE TRADE (Nondurable Goods)	7,099	9.0	3.4	32.8	22.7	2.8	0.2	29.1
514	Groceries & Related Products	2,706	7.0	2.8	28.0	20.3	4.9	*	37.0
519	Miscellaneous Nondurable Goods	1,209	10.6	4.5	30.4	33.0	0.3	1.2	20.0
52	RETAIL TRADE (Building Materials, Hardware, Garden Supplies, & Mobile Home Dealers)	4,523	13.3	3.9	40.4	16.3	0.8	0.5	24.7
521	Lumber & Other Building Material Dealers	2,135	11.2	3.0	34.7	18.2	0.8	*	32.1
525	Hardware Stores	1,285	14.2	5.7	57.7	13.5	0.5	*	8.3
53	RETAIL TRADE (General Merchandise Stores)	9,689	5.2	2.4	64.6	14.9	9.9	*	2.9
531	Department Stores	8,474	4.7	1.5	65.3	14.6	10.6	*	3.3
54	RETAIL TRADE (Food Stores)	19,004	6.7	0.7	64.4	8.2	16.6	0.2	3.2
541	Grocery Stores	17,062	6.4	0.7	66.1	8.5	15.4	*	2.9
55	RETAIL TRADE (Automotive Dealers and Gasoline Service Stations)	10,179	7.9	0.7	26.0	15.1	1.2	*	49.1
551	Motor Vechicle Dealers (New and Used)	5,326	8.0	0.5	29.4	17.6	1.3	*	43.2
553	Automotive & Home Supply Stores	960	15.0	2.5	17.3	17.2	2.1	*	45.9
554	Gasoline Service Stations	2,726	4.1	0.5	24.8	8.6	0.6	*	61.4

TABLE I

STAFFING PATTERNS - TRADE INDUSTRIES

BY MAJOR OCCUPATION GROUP

SIC CODE	INDUSTRY CODE	SECOND QTR. 1985 ESTIMATED EMPLOYMENT	PERCENT						
			MANAGERIAL 10000-19999	PROFESSIONAL AND TECHNICAL 20000-39999	SALES 40000-49999	CLERICAL 50000-59999	SERVICE 60000-69999	AGRICULTURAL 70000-79999	PRODUCTION 80000-89999
56	RETAIL TRADE (Apparel and Accessary Stores)	4,825	11.2	1.7	76.1	8.8	0.5	*	1.6
562	Women's Ready-To-Wear Stores	1,373	9.5	1.1	80.5	6.3	0.7	*	1.9
565	Family Clothing Stores	1,345	8.8	3.4	75.4	10.3	0.6	*	1.5
566	Shoe Stores	1,095	13.1	0.9	75.3	10.0	0.7	*	*
57	RETAIL TRADE (Furniture, Home Furnishings, and Equipment Stores)	3,797	15.8	3.7	43.4	16.6	1.2	*	19.3
571	Furniture, Home Furnishings, and Equipment Stores, Except-Appliances	1,977	15.1	4.2	39.4	17.7	1.5	*	22.1
573	Radio, TV & Music Stores	1,304	18.6	2.7	54.3	13.0	1.1	*	10.3
58	RETAIL TRADE (Eating and Drinking Places)	30,484	6.1	0.7	5.4	1.8	85.6	*	0.4
581	Eating & Drinking Places	30,484	6.1	0.7	5.4	1.8	85.6	*	0.4
59	RETAIL TRADE (Miscellaneous)	12,130	10.8	9.1	46.1	16.1	3.9	0.3	13.7
591	Drug Stores and Proprietary Stores	2,348	8.2	19.8	57.0	5.8	8.3	*	0.9
594	Miscellaneous Shopping Goods Stores	4,158	12.3	3.9	70.1	8.0	1.1	*	4.5
596	Nonstore Retailers	2,017	9.7	6.9	15.2	41.4	8.3	0.2	18.2
598	Fuel and Ice Dealers	1,613	10.1	0.9	9.1	23.3	0.9	*	55.7
599	Retail Stores, Not Elsewhere Classified	1,725	11.7	18.4	46.1	12.2	2.4	2.3	6.9

* Less Than 0.05 Percent

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
50-59	WHOLESALE AND RETAIL	90,529	114,170	23,641	26.1
50,51	WHOLESALE TRADE	16,077	19,539	3,462	21.5
50	DURABLE GOODS	9,530	12,440	2,910	30.5
501	Motor Vehicles and Automotive Parts and Supplies	1,919	2,226	307	16.0
502	Furniture and Home Furnishings	132	226	94	71.2
503	Lumber and Other Construction Materials	771	1,180	409	53.0
504	Sporting, Recreational, Photographic and Hobby Goods, Toys and Supplies	186	309	123	66.1
506	Electrical Goods	959	1,604	645	67.3
507	Hardware and Plumbing and Heating Equipment and Supplies	1,007	1,243	236	23.4
508	Machinery, Equipment and Supplies	3,821	4,756	935	24.5
509	Miscellaneous Durable Goods	735	896	161	21.9
51	NONDURABLE GOODS	6,547	7,099	552	8.4
511	Paper and Paper Products	524	758	234	44.7
512	Drugs, Drug Proprietaries and Druggists'Sundries	242	283	41	16.9
513	Apparel, Piece Goods and Notions	237	312	75	31.6
514	Groceries and Related Products	2,557	2,706	149	5.8
516	Chemicals and Allied Products	491	481	-10	-2.0
517	Petroleum and Petroleum Products	617	472	-145	-23.5
518	Beer, Wine and Distilled Alcoholic Beverages	675	806	131	19.4
519	Miscellaneous Nondurable Goods	1,204	1,281	77	6.4
52-59	RETAIL TRADE	74,452	94,631	20,179	27.1

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
52	BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY AND MOBILE HOME DEALERS	3,634	4,523	889	24.5
521	Lumber and Other Building Material Dealers	1,735	2,135	400	23.1
523	Paint, Glass and Wallpaper Stores	407	559	152	37.3
525	Hardware Stores	978	1,285	307	31.4
526	Retail Nurseries and Garden Supply Stores	380	403	23	6.1
527	Mobile Home Dealers	134	141	7	5.2
53	GENERAL MERCHANDISE STORES	7,741	9,689	1,948	25.2
531	Department Stores	7,108	8,474	1,366	19.2
533	Variety Stores	322	401	79	24.5
539	Miscellaneous General Merchandise Stores	311	814	503	161.7
54	FOOD STORES	15,326	19,004	3,678	24.0
541	Grocery Stores	13,619	17,062	3,443	25.3
542	Meat and Fish (seafood) Markets, Including Freezer Provisioners	282	325	43	15.2
543	Fruit Stores and Vegetable Markets	196	208	12	6.1
544	Candy, Nut and Confectionary Stores	112	171	59	52.7
546	Retail Bakeries	641	707	66	10.3
549	Miscellaneous Food Stores	476	531	55	11.6
55	AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS	8,234	10,179	1,945	23.6
551	Motor Vehicle Dealers (New and Used)	3,973	5,326	1,353	34.1
552	Motor Vehicle Dealers (Used Only)	216	281	65	30.1
553	Auto and Home Supply Stores	803	960	157	19.6
554	Gasoline Service Stations	2,564	2,726	162	6.3
555	Boat Dealers	281	386	105	37.4

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
556	Recreational and Utility Trailer Dealers	118	209	91	77.1
557	Motorcycle Dealers	183	248	65	35.5
559	Automotive Dealers, Not Elsewhere Classified	96	43	-53	-55.2
56	APPAREL AND ACCESSORY STORES	4,000	4,825	825	20.6
561	Men's and Boys' Clothing and Furnishing Stores	429	364	-65	-15.2
562	Women's Ready-to-Wear Stores	1,095	1,373	278	25.4
563	Women's Accessory and Specialty Stores	140	117	-23	-16.4
564	Children's and Infants' Wear Stores	167	179	12	7.2
565	Family Clothing Stores	1,160	1,345	185	15.9
566	Shoe Stores	863	1,095	232	26.9
569	Miscellaneous Apparel and Accessory Stores	146	352	206	141.1
57	FURNITURE, HOME FURNISHINGS, EQUIPMENT STORES	2,563	3,797	1,234	48.1
571	Furniture, Home Furnishings and Equipment Stores, Except Appliances	1,327	1,977	650	49.0
572	Household Appliance Stores	493	516	23	4.7
573	Radio, Television and Music Stores	743	1,304	561	75.5
58	EATING AND DRINKING PLACES	22,968	30,484	7,516	32.7
581	Eating and Drinking Places	22,968	30,484	7,516	32.7
59	MISCELLANEOUS RETAIL	9,986	12,130	2,144	17.7
591	Drug Stores and Proprietary Stores	1,792	2,348	556	31.0
593	Used Merchandise Stores	143	252	109	76.2

WHOLESALE AND RETAIL TRADE
(SIC 50-59)

EMPLOYMENT CHANGES BETWEEN OES SURVEY
PERIODS (JUNE 1982 - JUNE 1985) BY INDUSTRY

SIC CODE	INDUSTRY DESCRIPTION	JUNE 1982 ESTIMATED EMPLOYMENT 1/	JUNE 1985 ESTIMATED EMPLOYMENT	NUMERICAL CHANGE	PERCENT CHANGE
594	Miscellaneous Shopping Goods Stores	3,142	4,158	1,016	32.3
596	Nonstore Retailers	2,049	2,017	-32	-1.6
598	Fuel and Ice Dealers	1,560	1,613	53	3.4
599	Retail Stores, Not Elsewhere Classified	1,300	1,742	442	34.0

WHOLESALE AND RETAIL TRADE
(SIC 50-59)
THE FIFTEEN SPECIFIC OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS

RANK	OES CODE	OCCUPATIONAL TITLE	EMPLOYMENT	PERCENT OF TOTAL
1	49011	Salespersons, Retail	13,967	12.2
2	49023	Cashiers	10,895	9.5
3	65008	Waiters and Waitresses	10,307	9.0
4	49021	Stock Clerks, Sales Floor	8,906	7.8
5	19005	General Managers and Top Executives	6,320	5.5
6	65041	Combined Food Preparation and Service Workers	3,074	2.7
7	55338	Bookkeeping, Accounting and Auditing Clerks	2,783	2.4
8	65038	Food Preparation Workers	2,457	2.1
9	49008	Sales Representatives, Except Scientific & Related Products	2,345	2.0
10	55347	General Office Clerks	2,228	2.0
11	65026	Cooks, Restaurant	2,137	1.9
12	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	2,119	1.9
13	65032	Cooks, Specialty Fast Food	2,033	1.8
14	41002	First Line Supervisors and Manager/ Supervisors-Sales and Related Occupations	1,960	1.7
15	85302	Automotive Mechanics	1,911	1.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		114,170	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	9,519	8.3				
Financial Managers	13002	202	0.2	13	228	176	3.9
Personnel, Training, and Labor Relations Managers	13005	54	*	16	25	7	1.3
Purchasing Managers	13008	1,000	0.9	8	1,082	918	15.1
Marketing, Advertising, and Public Relations Managers	13011	347	0.3	15	400	294	3.6
Administrative Services Managers	13014	25	*	20	30	20	0.5
Communications, Transportation and Utilities Operations Managers	15023	69	0.1	15	79	59	1.2
Food Service and Lodging Managers	15026	1,285	1.1	30	1,669	901	2.5
General Managers and Top Executives	19005	6,320	5.5	3	6,508	6,132	63.6
All Other Managers and Administrators	19999	217	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	3,204	2.8				
Accountants and Auditors	21114	580	0.5	11	641	519	9.8
All Other Financial Specialists	21199	5	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	799	0.7	8	866	732	10.2
Purchasing Agents and Buyers, Farm Products	21305	74	0.1	34	99	49	0.7
Personnel, Training, and Labor Relations Specialists	21511	21	*	11	23	19	0.4
All Other Management Support Workers	21999	53	*	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Engineers	22199	123	0.1	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	110	0.1	26	139	81	1.3
Drafters	22514	30	*	32	40	20	0.5
All Other Engineering and Related Technicians and Technologists	22599	70	0.1	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	38	*	11	41	35	0.4
Computer Programmers	25105	198	0.2	18	233	163	2.6
Computer Programmer Aides	25108	10	*	3	10	10	0.3
Pharmacists	32517	448	0.4	7	481	415	2.9
All Other Health Professionals, Paraprofessionals and Technicians	32999	61	0.1	NA	-	-	NA
Photographers	34023	31	*	36	42	20	0.3
Artists and Related Workers	34035	27	*	16	31	23	0.4
Designers	34038	230	0.2	16	266	194	1.7
Interior Designers	34041	99	0.1	21	119	79	1.1
Merchandise Displayers and Window Trimmers	34044	77	0.1	31	101	53	0.8
All Other Professionals, Paraprofessionals and Technical Workers	39999	120	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	41,287	36.2				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	1,960	1.7	5	2,053	1,867	17.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	980	0.9	13	1,110	850	4.4
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	2,345	2.0	6	2,496	2,194	13.4
Salespersons, Retail	49011	13,967	12.2	3	14,440	13,494	43.8
Salespersons, Parts	49014	1,158	1.0	7	1,242	1,074	8.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Counter and Rental Clerks	49017	290	0.3	20	347	233	1.6
Stock Clerks, Sales Floor	49021	8,906	7.8	5	9,349	8,463	18.7
Cashiers	49023	10,895	9.5	6	11,534	10,256	20.0
News and Street Vendors, Telephone Solicitors, Door-To-Door Sales Workers, and Other Related Workers	49026	61	0.1	23	75	47	0.2
All Other Sales and Related Workers	49999	725	0.6	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	13,774	12.1				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	1,357	1.2	7	1,455	1,259	18.0
Credit Authorizers	53114	20	*	15	23	17	0.3
Adjustment Clerks	53123	213	0.2	25	267	159	0.9
Bill and Account Collectors	53508	43	*	13	49	37	1.0
Secretaries	55100	1,182	1.0	6	1,254	1,110	18.0
Receptionists and Information Clerks	55305	184	0.2	11	205	163	5.1
Typists	55308	99	0.1	16	115	83	1.8
Typists, Word Word Processor	55311	12	*	28	15	9	0.4
Personnel Clerks	55314	13	*	27	16	10	0.4
Correspondence Clerks	55317	36	*	25	45	27	0.4
File Clerks	55321	31	*	11	34	28	0.7
Order Clerks	55323	597	0.5	8	643	551	6.2
Bookkeeping, Accounting, and Auditing Clerks	55338	2,783	2.4	4	2,896	2,670	37.1
Payroll and Timekeeping Clerks	55341	24	*	20	29	19	0.9
Billing, Cost and Rate Clerks	55344	449	0.4	8	487	411	7.7
General Office Clerks	55347	2,228	2.0	5	2,349	2,107	23.3
Billing, Posting, and Calculating Machine Operators	56002	150	0.2	10	165	135	2.9
Computer Operators	56011	116	0.1	11	128	104	2.7
Data Entry Keyers, Except Composing	56017	207	0.2	8	224	190	3.7

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Office Machine Operators	56099	4	*	NA	-	-	NA
Switchboard Operators	57102	109	0.1	15	125	93	2.6
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	25	*	14	28	22	0.3
Dispatchers, Except Police, Fire and Ambulance	58005	50	*	21	61	39	1.0
Marking Clerks	58021	162	0.2	19	192	132	1.2
Stock Clerks-Stock-Room, Warehouse or Storage Yard	58023	1,791	1.6	10	1,962	1,620	11.3
Order Fillers, Wholesale and Retail Trade Sales	58026	652	0.6	9	708	596	5.1
Traffic, Shipping and Receiving Clerks	58028	1,144	1.0	5	1,202	1,086	14.7
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	80	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	31,181	27.3				
First Line Supervisors and Manager/Supervisors-Service	61000	574	0.5	19	682	466	1.8
Detectives and Investigators, Except Public	63035	116	1.0	20	139	93	0.9
Hosts and Hostesses-Restaurants, Lounge Or Coffee Shop	65002	1,107	0.1	20	1,297	917	2.3
Bartenders	65005	1,405	1.2	15	1,614	1,196	2.6
Waiters and Waitresses	65008	10,307	9.0	8	11,089	9,525	4.3
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	0.8	35	1,234	598	1.2
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	65017	2,119	1.9	30	2,754	1,484	1.4
Bakers, Bread and Pastry	65021	493	0.4	16	571	415	2.6

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Butchers and Meat Cutters	65023	826	0.7	12	927	725	3.9
Cooks, Restaurant	65026	2,137	1.9	12	2,400	1,874	3.1
Cooks, Specialty Fast Food	65032	2,033	1.8	26	2,557	1,509	1.1
Cooks, Short Order	65035	484	0.4	31	632	336	1.2
Food Preparation Workers	65038	2,457	2.1	18	2,903	2,011	3.7
Combined Food Preparation Service Workers	65041	3,074	2.7	24	3,801	2,347	2.4
All Other Food Service Workers	65099	1,482	1.3	NA	-	-	NA
Pharmacy Assistants	66026	191	0.2	31	250	132	1.3
Maids and Housekeeping Cleaners	67002	92	0.1	48	137	47	0.3
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,240	1.1	14	1,410	1,070	10.5
All Other Cleaning and Building Service Workers, Except Private Households	67099	7	*	NA	-	-	NA
All Other Service Workers	69999	121	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	114	0.1				
Gardeners and Groundskeepers, Except Farm	79014	40	*	50	60	20	0.4
All Other Agricultural, Forestry, Fishing and Related Workers	79999	74	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	15,091	13.2				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	701	0.6	6	745	657	8.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	42	*	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Production Inspectors, Testers Graders, Sorters, Samplers, and Weighers	83005	33	*	43	47	19	0.2
All Other Inspectors, Testers and Related Occupations	83099	5	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	649	0.6	11	722	576	6.4
Automotive Mechanics	85302	1,911	1.7	5	2,006	1,816	9.3
Automotive Body and Related Repairers	85305	299	0.3	17	349	249	1.3
Motorcycle Repairers	85308	74	0.1	13	83	65	0.4
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	329	0.3	14	374	284	2.9
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	0.2	13	224	172	0.9
Farm Equipment Mechanics	85321	90	0.1	32	118	62	0.6
Small Engine Specialists	85328	265	0.2	17	309	221	1.4
Data Processing Equipment Repairers	85705	92	0.1	11	102	82	0.3
Electronic Home Entertainment Equipment Repairers	85708	111	0.1	35	150	72	0.7
Electric Home Appliance and Power Tool Repairers	85711	86	0.1	15	99	73	0.8
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	417	0.4	9	420	414	3.2
Watchmakers	85917	10	*	45	15	5	0.2
Office Machine and Cash Register Servicers	85926	189	0.2	20	227	151	0.9
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	77	0.1	23	95	59	0.6
Gas Appliance Repairers	85944	60	*	27	76	44	0.7
Coin and Vending Machine Servicers and Repairers	85947	76	0.1	21	92	60	0.7
Bicycle Repairers	85951	61	0.1	34	82	40	0.6

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Tire Repairers and Changers	85953	190	0.2	27	242	138	1.2
All Other Mechanics, Installers, and Repairers	85999	305	0.3	NA	-	-	NA
Carpenters	87102	78	0.1	20	94	62	0.7
Carpet Installers	87602	76	0.1	18	89	63	0.9
Floor Layers, Except Carpet, Wood and Hard Tiles	87605	13	*	36	18	8	0.3
Glaziers	87811	91	0.1	35	123	59	0.4
All Other Construction Trades Workers	87899	80	0.1	NA	-	-	NA
Machinists	89108	118	0.1	20	142	94	1.3
Jewelers and Silver-smiths	89123	35	*	33	46	24	0.4
Wood Machinists	89308	31	*	18	37	25	0.4
Cabinetmakers and Bench Carpenters	89311	29	*	36	40	18	0.2
Custom Tailors and Sewers	89505	76	0.1	25	95	57	0.8
All Other Precision Workers	89999	29	*	NA	-	-	NA
Sewing Machine Operators, Non-Garment	92721	28	*	35	38	18	0.4
Packaging and Filling Machine Operators and Tenders	92974	44	*	23	54	34	0.2
All Other Machine Setters and Set-Up Operators	92997	40	*	NA	-	-	NA
All Other Machine Operators and Tenders	92998	128	0.1	NA	-	-	NA
Welders and Cutters	93914	58	*	17	68	48	1.1
Assemblers and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	119	0.1	17	139	99	0.6
All Other Hand Workers	93999	196	0.2	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	1,408	1.2	7	1,502	1,314	10.6
Truck Drivers, Light-Include Delivery and Route Workers	97105	1,791	1.6	6	1,896	1,686	17.9
Driver/Sales Workers	97117	507	0.4	15	583	431	1.9
Service Station Attendants	97805	1,294	1.1	8	1,393	1,195	7.5

STAFFING PATTERNS
WHOLESALE AND RETAIL TRADE
(SIC 50-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Transportation Workers	97899	76	0.1	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	263	0.2	8	285	241	2.6
All Other Material Moving Equipment Operators	97999	31	*	NA	-	-	NA
Mechanic and Repairer Helpers	98102	275	0.2	18	324	226	2.1
Freight, Stock, and Material Movers, Hand	98700	825	0.7	12	921	729	6.1
Hand Packers and Packagers	98902	555	0.5	15	639	471	1.8
Vehicle Washers and Equipment Cleaners	98905	362	0.3	14	414	310	2.3
All Other Helpers, Laborers and Material Movers, Hand	98999	165	0.1	NA	-	-	NA

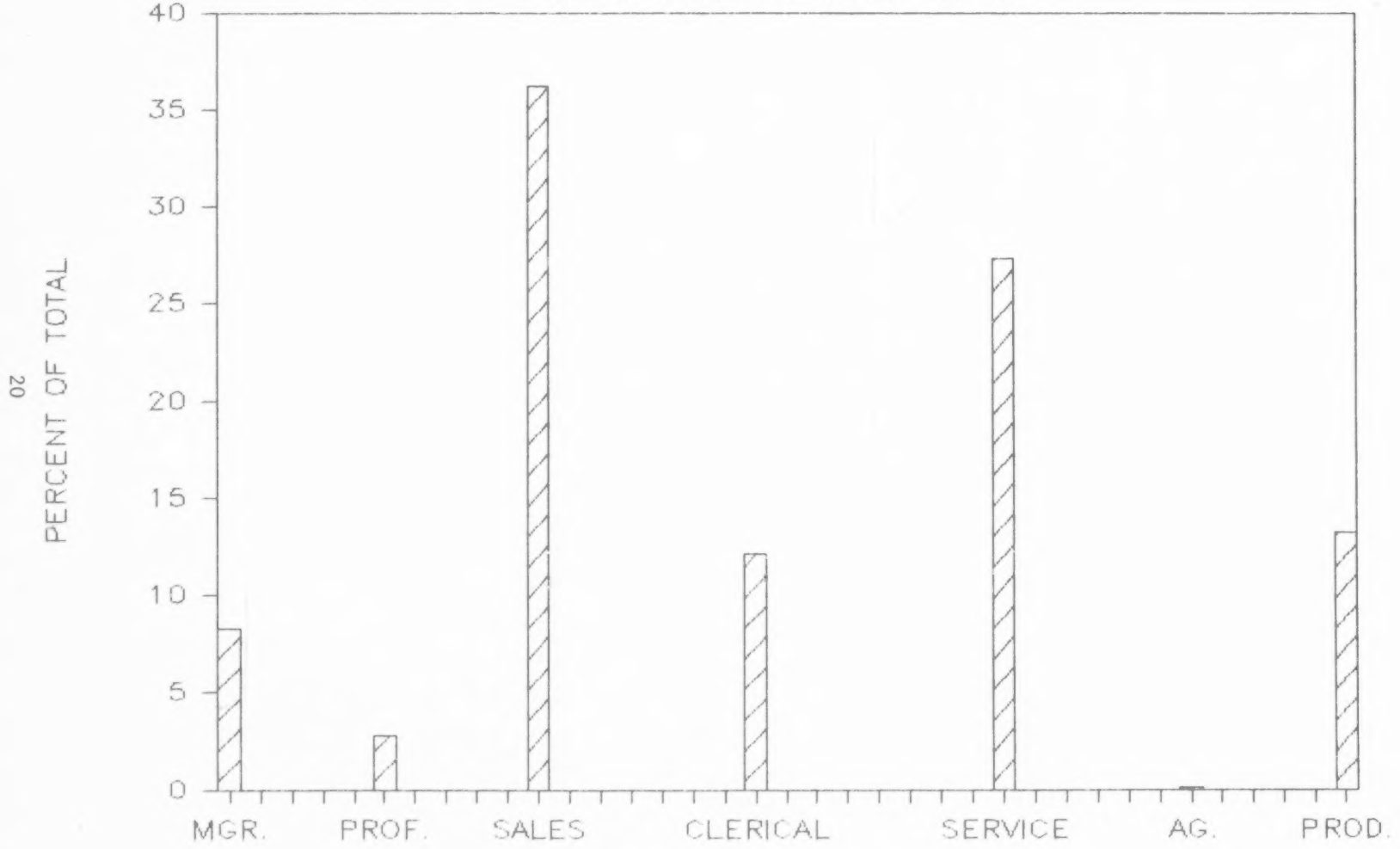
* Less Than 0.05 Percent

THE ELEVEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 50-59)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	63.6
2	49011	Salespersons, Retail	43.8
3	55338	Bookkeeping, Accounting, and Auditing Clerks	37.1
4	55347	General Office Clerks	23.3
5	49023	Cashiers	20.0
6	49021	Stock Clerks, Sales Floor	18.7
7	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	18.0
7	55100	Secretaries	18.0
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	17.9
9	97105	Truck Drivers, Light-Include Delivery and Route Workers	17.9
11	13008	Purchasing Managers	15.1

EMPLOYMENT BY OCCUPATIONAL GROUP

WHOLESALE AND RETAIL TRADE



WHOLESALE AND RETAIL TRADE
EMPLOYMENT, 1980–1985
EMPLOYMENT (Thousands)
120
110
100
90
80
70
60
50
40
30
20
10
1980
1981
1982
1983
1984
1985
YEAR
□ W&R TRADE
+ WHOLESALE
◇ RETAIL

WHOLESALE TRADE

(SIC 50-51)

This division includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

Employment in Wholesale Trade showed a gain of 3,462 workers or 21.5 percent over a similar survey conducted in 1982. Industry 508 (Machinery, Equipment and Supplies), the largest industry within this group added on 935 workers or 24.5 percent while Petroleum and Petroleum Products (SIC 517) lost 145 workers.

Our sample consisted of 693 units representing employment of 13,356. Usable responses were received from 527 units or 76 percent of the units sampled. The reported employment was 10,715 or 80 percent of the employment in the sample.

THE FIFTEEN SPECIFIC OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
WHOLESALE TRADE
(SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	2,285	11.7
2	19005	General Managers and Top Executives	1,494	7.7
3	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	980	5.0
4	97105	Truck Drivers, Light-Include Delivery and Route Workers	963	4.9
5	97102	Truck Drivers, Heavy or Tractor Trailer	861	4.4
6	49011	Salespersons, Retail	737	3.8
7	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	633	3.2
8	55347	General Office Clerks	631	3.2
9	55338	Bookkeeping, Accounting, and Auditing Clerks	613	3.1
10	49014	Salespersons, Parts	597	3.1
11	55100	Secretaries	569	2.9
12	58028	Traffic, Shipping and Receiving Clerks	532	2.7
13	58026	Order Fillers, Wholesale and Retail Trade Sales	530	2.7
14	51002	First Line Supervisors and Manager/ Supervisors-Clerical and Administrative Support Occupations	456	2.3
15	98700	Material Movers, Hand	429	2.2

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		19,539	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	2,022	10.3				
Financial Managers	13002	91	0.5	22	111	71	6.0
Personnel, Training, and Labor Relations Managers	13005	15	0.1	18	18	12	2.3
Purchasing Managers	13008	282	1.4	10	309	255	20.7
Marketing, Advertising, and Public Relations Managers	13011	45	0.2	20	54	36	3.6
Communications, Transportation and Utilities Operations Managers	15023	27	0.1	16	31	23	2.3
General Managers and Top Executives	19005	1,494	7.7	4	1,558	1,430	67.6
All Other Managers and Administrators	19999	68	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,045	5.3				
Accountants and Auditors	21114	198	1.0	13	223	173	13.5
All Other Financial Specialists	21199	1	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	212	1.1	11	235	189	13.7
Purchasing Agents and Buyers, Farm Products	21305	41	0.2	40	57	25	1.7
All Other Management Support Workers	21999	16	0.1	NA	-	-	NA
All Other Engineers	22199	120	0.6	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	106	0.5	27	134	78	4.4
Drafters	22514	26	0.1	36	35	17	1.3
All Other Engineering and Related Technicians and Technologists	22599	70	0.4	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	28	0.1	8	30	26	0.9
Computer Programmers	25105	166	0.8	21	201	131	7.4

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Health Professionals, Paraprofessionals and Technicians	32999	13	0.1	NA	-	-	NA
Artists and Related Workers	34035	13	0.1	30	17	9	0.6
All Other Professionals, Paraprofessionals and Technical Workers	39999	35	0.2	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	5,751	29.4				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	633	3.2	8	682	584	30.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	980	5.0	13	1,110	850	15.0
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	2,285	11.7	7	2,435	2,135	44.2
Salespersons, Retail	49011	737	3.8	11	819	655	17.8
Salespersons, Parts	49014	597	3.1	6	635	559	18.6
Stock Clerks, Sales Floor	49021	360	1.8	16	418	302	12.9
Cashiers	49023	104	0.5	37	142	66	3.0
All Other Sales and Related Workers	49999	55	0.3	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	4,948	25.3				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	456	2.3	8	493	419	30.9
Adjustment Clerks	53123	13	0.1	0	13	13	0.8
Secretaries	55100	569	2.9	7	610	528	30.2
Receptionists and Information Clerks	55305	168	0.9	12	188	148	15.4
Typists	55308	91	0.5	17	106	76	5.1
Typists, Word Processor	55311	10	*	34	16	4	1.1
File Clerks	55321	20	0.1	16	24	16	1.5
Order Clerks	55323	343	1.8	10	377	309	15.4
Bookkeeping, Accounting, and Auditing Clerks	55338	613	3.1	6	653	573	34.9

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Billing, Cost and Rate Clerks	55344	143	0.7	14	163	123	10.8
General Office Clerks	55347	631	3.2	8	680	582	30.6
Billing, Posting, and Calculating Machine Operators	56002	113	0.6	11	126	100	7.8
Computer Operators	56011	59	0.3	14	67	51	5.7
Data Entry Keyers	56017	139	0.7	11	154	124	9.1
Switchboard Operators	57102	68	0.4	23	84	52	6.3
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	392	2.0	11	434	350	15.0
Order Fillers, Wholesale and Retail Trade Sales	58026	530	2.7	10	584	476	13.5
Traffic, Shipping and Receiving Clerks	58028	532	2.7	8	573	491	25.4
All Other Material Recording, Scheduling and Distributing Workers	58099	14	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	44	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	272	1.4				
Butchers and Meat Cutters	65023	113	0.6	44	163	63	0.9
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	153	0.8	21	186	120	8.7
All Other Service Workers	69999	6	*	NA	-	-	NA
AGRICULTURAL, FORESTRY FISHING, AND RELATED OCCUPATIONS	70000-79999	15	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	5,486	28.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	231	1.2	10	255	207	14.0

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	28	0.1	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	30	0.2	NA	-	-	NA
Maintenance Repairers, General Utility	85132	293	1.5	16	339	247	10.1
Automotive Mechanics	85302	124	0.6	19	147	101	4.0
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	241	1.2	14	274	208	6.6
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	1.0	13	224	172	3.2
Farm Equipment Mechanics	85321	90	0.5	32	118	62	2.1
Data Processing Equipment Repairers	85705	92	0.5	11	102	82	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	90	0.5	30	117	63	2.1
Office Machine and Cash Register Servicers	85926	169	0.9	22	206	132	2.5
Coin and Vending Machine Servicers and Repairers	85947	18	0.1	40	25	11	0.6
Tire Repairers and Changers	85953	26	0.1	43	37	15	1.3
All Other Mechanics, Installers, and Repairers	85999	188	1.0	NA	-	-	NA
All Other Construction Trades Workers	87899	41	0.2	NA	-	-	NA
Machinists	89108	118	0.6	20	142	94	4.6
All Other Precision Workers	89999	6	*	NA	-	-	NA
Packaging and Filling Machine Operators and Tenders	92974	44	0.2	23	54	34	0.6
All Other Machine Setters and Set-Up Operators	92997	40	0.2	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE TRADE
(SIC 50-51)

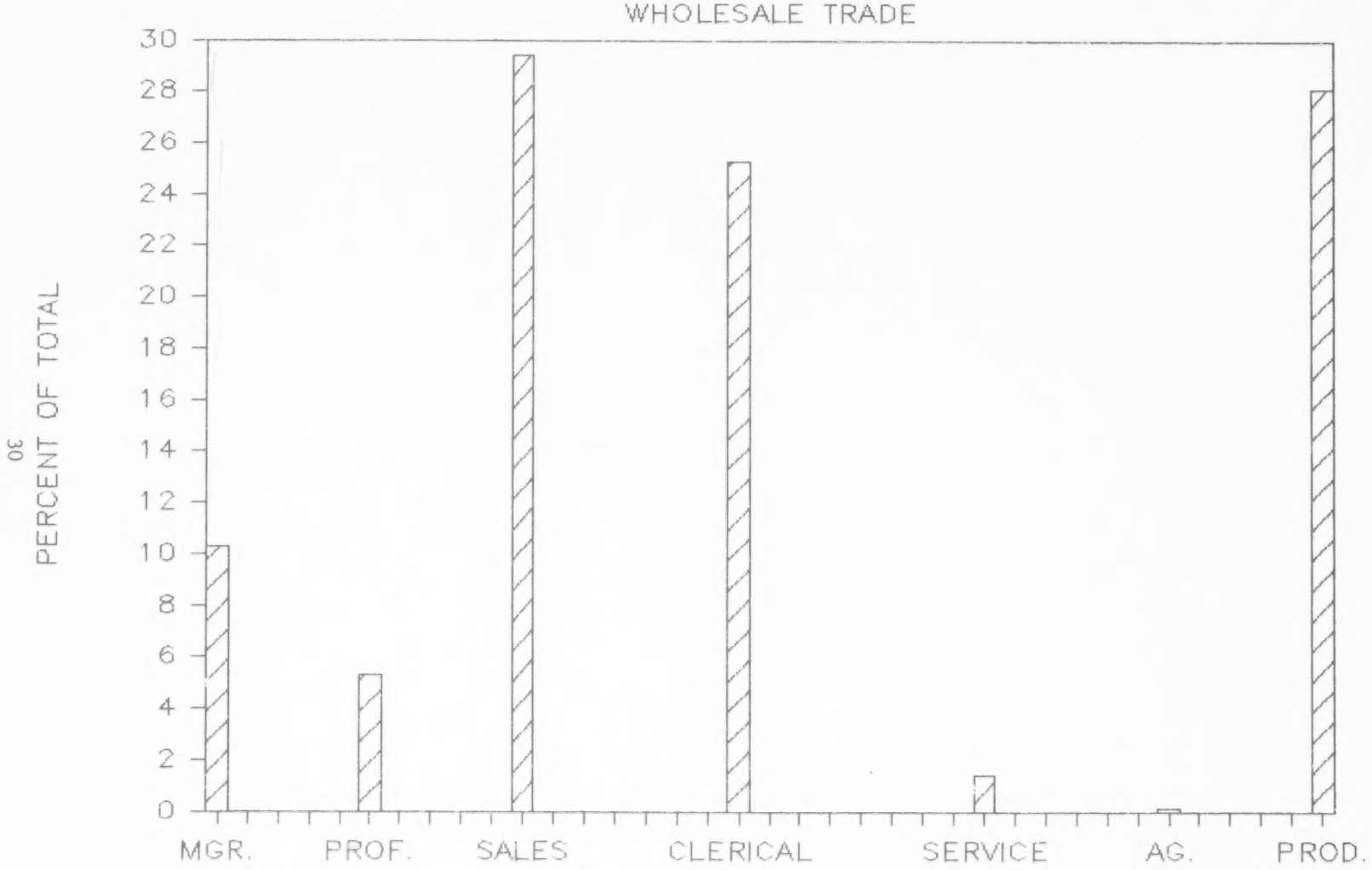
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Machine Operators and Tenders	92998	95	0.5	NA	-	-	NA
Welders and Cutters	93914	58	0.3	17	68	48	3.6
All other Hand Workers	93999	168	0.9	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	861	4.4	8	933	789	19.7
Truck Drivers, Light-Include Delivery and Route Workers	97105	963	4.9	7	1,031	895	29.8
Driver/Sales Workers	97117	255	1.3	26	321	189	1.9
Service Station Attendants	97805	81	0.4	44	117	45	1.5
Industrial Truck and Tractor Operators	97947	209	1.1	9	228	190	6.5
All Other Material Moving Equipment Operators	97999	28	0.1	NA	-	-	NA
Mechanic and Repairer Helpers	98102	27	0.1	0	27	27	0.6
Freight, Stock, and Material Movers, Hand	98700	429	2.2	10	473	385	11.0
Hand Packers and Packagers	98902	125	0.6	26	158	92	3.4
All Other Helpers, Laborers and Material Movers, Hand	98999	120	0.6	NA	-	-	NA

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 50-51)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	67.6
2	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	44.2
3	55338	Bookkeeping, Accounting and Auditing Clerks	34.9
4	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	30.9
4	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	30.9
6	55347	General Office Clerks	30.6
7	55100	Secretaries	30.2
8	97105	Truck Drivers, Light-Include Delivery and Route Workers	29.8
9	58028	Traffic, Shipping and Receiving Clerks	25.4
10	13008	Purchasing Managers	20.7

EMPLOYMENT BY OCCUPATIONAL GROUP



OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods. Within this group, the largest industry is SIC-508 - Machinery, Equipment and Supplies. Compared to a similar survey in 1982, employment in durable goods grew by 2,910 workers or 30 percent.

Our sample consisted of 461 units representing employment of 8,569. Usable responses were received from 359 units or 78% of the units sampled. The reported employment was 6,832.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49008	Sales Representatives, Except Scientific and Related Products or Services & Retail	1,174
2	19005	General Managers and Top Executives	1,039
3	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	601
4	49014	Salespersons, Parts	597
5	97105	Truck Drivers, Light-Include Delivery and Route Workers	499
6	55347	General Office Clerks	430
7	55338	Bookkeeping, Accounting, & Auditing Clerks	415
8	55100	Secretaries	393
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	387
10	58028	Traffic, Shipping & Receiving Clerks	384

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	71.3
2	49008	Sales Representatives, Except Scientific	43.7
3	55338	Bookkeeping, Accounting and Auditing Clerks	37.6
4	51002	First Line Supervisors and Manager/ Supervisors-Clerical and Administrative Support Occupations	35.1
5	55100	Secretaries	33.1

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		12,440	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,384	11.1				
Financial Managers	13002	44	0.3	31	58	30	4.2
Purchasing Managers	13008	209	1.7	10	229	189	22.6
Marketing, Advertising, and Public Relations Managers	13011	24	0.2	27	31	17	2.5
Communications, Transportation and Utilities Operations Managers	15023	14	0.1	25	17	11	1.9
General Managers and Top Executives	19005	1,039	8.4	5	1,071	1,007	71.3
All Other Managers and Administrators	19999	54	0.4	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	806	6.5				
Accountants and Auditors	21114	124	1.0	15	143	105	14.8
Wholesale and Retail Buyers, Except Farm Products	21302	142	1.1	14	161	123	13.6
All Other Management Support Workers	21999	39	0.4	NA	-	-	NA
All Other Engineers	22199	120	1.0	NA	-	-	NA
Electrical and Electronic Engineering Technicians and Technologists	22505	100	0.8	28	128	72	6.1
Drafters	22514	25	0.2	38	34	16	1.7
All Other Engineering and Related Technicians and Technologists	22599	70	0.6	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	26	0.2	9	28	24	0.1
Computer Programmers	25105	116	0.9	27	148	84	7.5
All Other Health Professionals, Paraprofessionals and Technicians	32999	13	0.1	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	31	0.2	NA	-	-	NA

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	40000-49999	3,424	27.5				
First Line Supervisors, and Manager/Supervisors-Sales and Related Occupations	41002	387	3.1	9	422	352	30.9
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	601	4.8	13	679	523	18.1
Sales Representatives, Except Scientific and Related Products or Services and Retail	49008	1,174	9.5	6	1,250	1,098	43.7
Sales Persons, Retail	49011	356	2.9	13	404	308	17.8
Salespersons, Parts	49014	597	4.8	6	635	559	27.3
Stock Clerks, Sales Floor	49021	247	2.0	21	299	195	14.2
Cashiers	49023	22	0.2	42	31	13	1.9
All Other Sales and Related Workers	49999	40	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	3,335	26.8				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	357	2.9	8	385	329	35.1
Secretaries	55100	393	3.2	8	423	363	33.1
Receptionists and Information Clerks	55305	111	0.9	12	124	98	16.4
Typists	55308	64	0.5	24	79	49	6.7
File Clerks	55321	13	0.1	22	16	10	1.1
Order Clerks	55323	227	1.8	13	256	198	15.9
Bookkeeping, Accounting, and Auditing Clerks	55338	415	3.3	6	442	388	37.6
Billing, Cost and Rate Clerks	55344	95	0.8	14	108	82	12.0
General Office Clerks	55347	430	3.5	8	464	396	31.5
Billing, Posting, and Calculating Machine Operators	56002	85	0.7	14	97	73	8.1
Computer Operators	56011	37	0.3	12	41	33	5.3
Data Entry Keyers, Except Composing	56017	91	0.7	15	104	78	9.2

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Switchboard Operators	57102	53	0.4	29	68	38	6.4
Stock Clerks-Stock-room, Warehouse or Storage Yard	58023	309	2.5	12	346	272	17.3
Order Fillers, Wholesale and Retail Trade Sales	58026	235	1.9	18	278	192	12.0
Traffic, Shipping and Receiving Clerks	58028	384	3.1	9	418	350	26.7
All Other Material Recording, Scheduling, and Distributing Workers	58099	8	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	28	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	71	0.6				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	71	0.6	12	80	62	8.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	3,420	27.5				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	193	1.6	12	215	171	17.5
All Other First Line Supervisors, and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	23	0.2	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	28	0.2	NA	-	-	NA
Maintenance Repairers, General Utility	85132	243	2.0	18	288	198	9.5
Automotive Mechanics	85302	115	0.9	20	138	92	4.7
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	217	1.8	15	249	185	6.7

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
DURABLE GOODS
(SIC 50)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Mobile Heavy Equipment Mechanics, Except Engines	85314	198	1.6	13	224	172	4.7
Farm Equipment Mechanics	85321	90	0.7	32	118	62	3.1
Data Processing Equipment Repairers	85705	92	0.7	11	102	82	1.7
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	71	0.6	35	96	46	2.2
Office Machine and Cash Register Servicers	85926	155	1.3	23	190	120	3.3
Tire Repairers and Changers	85953	26	0.2	43	37	15	1.9
All Other Mechanics, Installers and Repairers	85999	186	1.5	NA	-	-	NA
All Other Construction Trades Workers	87899	41	0.3	NA	-	-	NA
Machinists	89108	115	0.9	21	139	91	6.4
All Other Machine Operators and Tenders	92998	95	0.8	NA	-	-	NA
Welders and Cutters	93914	58	0.5	17	68	48	5.3
All Other Hand Workers	93999	82	0.6	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	301	2.4	8	324	278	17.5
Truck Drivers, Light- Include Delivery and Route Workers	97105	499	4.0	7	535	463	31.5
All Other Transportation Workers	97899	3	*	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	158	1.3	10	174	142	7.0
All Other Material Moving Equipment Operators	97999	28	0.2	NA	-	-	NA
Freight, Stock, and Material Movers, Hand	98700	254	2.0	14	290	218	10.9
Hand Packers and Packagers	98902	64	0.5	23	79	49	3.3
All Other Helpers, Laborers and Material Movers, Hand	98999	85	0.7	NA	-	-	NA

* Less Than 0.05 Percent

WHOLESALE TRADE—DURABLE GOODS

OCCUPATIONAL EMPLOYMENT
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods. Within this group the largest industry is SIC-514-Groceries and Related Products. Compared to a similar survey in 1982, employment in nondurable goods grew by 552 workers or 8 percent. Employment gains were reported in all occupational groups except Managers and Administrators, and Production.

Our Sample consisted of 232 units representing employment of 4,787. Usable responses were received from 168 units or 72% of the units sampled. The reported employment was 3,883.

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	1,111
2	97102	Truck Drivers, Heavy or Tractor Trailer	560
3	97105	Truck Drivers, Light-Include Delivery and Route Workers	464
4	19005	General Managers and Top Executives	455
5	49011	Sales Persons-Retail	381
6	49005	Sales Representatives, Scientific and Related Products and Services-Except Retail	379
7	58026	Order Fillers, Wholesale and Retail Trade Sales	295
8	97117	Driver/Sales Workers	255
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	246
10	55347	General Office Clerks	201

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	59.5
2	49008	Sales Representatives, Except Scientific and Related Products or Services and Retail	45.2
3	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	31.0
4	55338	Bookkeeping, Accounting and Auditing Clerks	29.2
5	55347	General Office Clerks	28.6

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		7,099	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	638	9.0				
Financial Managers	13002	47	0.7	31	62	32	9.5
Purchasing Managers	13008	73	1.0	25	91	55	16.7
Marketing, Advertising, and Public Relations Managers	13011	21	0.3	31	27	15	6.0
Communications, Transportation, and Utilities Operations Managers	15023	13	0.2	18	15	11	3.0
General Managers and Top Executives	19005	455	6.4	8	493	417	59.5
All Other Managers and Administrators	19999	29	0.4	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	239	3.4				
Accountants and Auditors	21114	74	1.0	23	79	69	10.7
All Other Financial Specialists	21199	1	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	70	1.0	17	82	58	13.7
All Other Management Support Workers	21999	18	0.3	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	7	0.1	NA	-	-	NA
Computer Programmers	25105	50	0.7	30	65	35	7.1
All Other Professionals, Paraprofessionals and Technical Workers	39999	19	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	2,327	32.8				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	246	3.5	14	281	211	31.0

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Sales Representatives, Scientific and Related Products and Services-Except Retail	49005	379	5.3	27	483	275	8.3
Sales Representatives, Except Scientific and Related Products Or Services and Retail	49008	1,111	15.7	12	1,240	982	45.2
Salespersons, Retail	49011	381	5.4	18	448	314	17.9
Stock Clerks, Sales Floor	49021	113	1.6	22	138	88	10.1
Cashiers	49023	82	1.1	45	119	45	5.4
All Other Sales and Related Workers	49999	15	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,613	22.7				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	99	1.4	24	123	75	22.0
Secretaries	55100	176	2.5	16	204	148	23.8
Receptionists and Information Clerks	55305	57	0.8	28	73	41	13.1
Typists	55308	27	0.4	3	28	26	1.8
Order Clerks	55323	116	1.6	15	134	98	14.3
Bookkeeping, Accounting, and Auditing Clerks	55338	198	2.8	15	227	169	29.2
Billing, Cost and Rate Clerks	55344	48	0.7	31	63	33	8.3
General Office Clerks	55347	201	2.8	18	237	165	28.6
Billing, Posting, and Calculating Machine Operators	56002	28	0.4	15	32	24	7.1
Computer Operators	56011	22	0.3	34	29	15	6.5
Data Entry Keyers, Except Composing	56017	48	0.7	13	54	42	8.9
Switchboard Operators	57102	15	0.2	23	18	12	6.0
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	83	1.2	24	103	63	10.1
Order Fillers, Wholesale and Retail Trade Sales	58026	295	4.2	11	328	262	16.7
Traffic, Shipping, and Receiving Clerks	58028	148	2.0	16	171	125	22.6

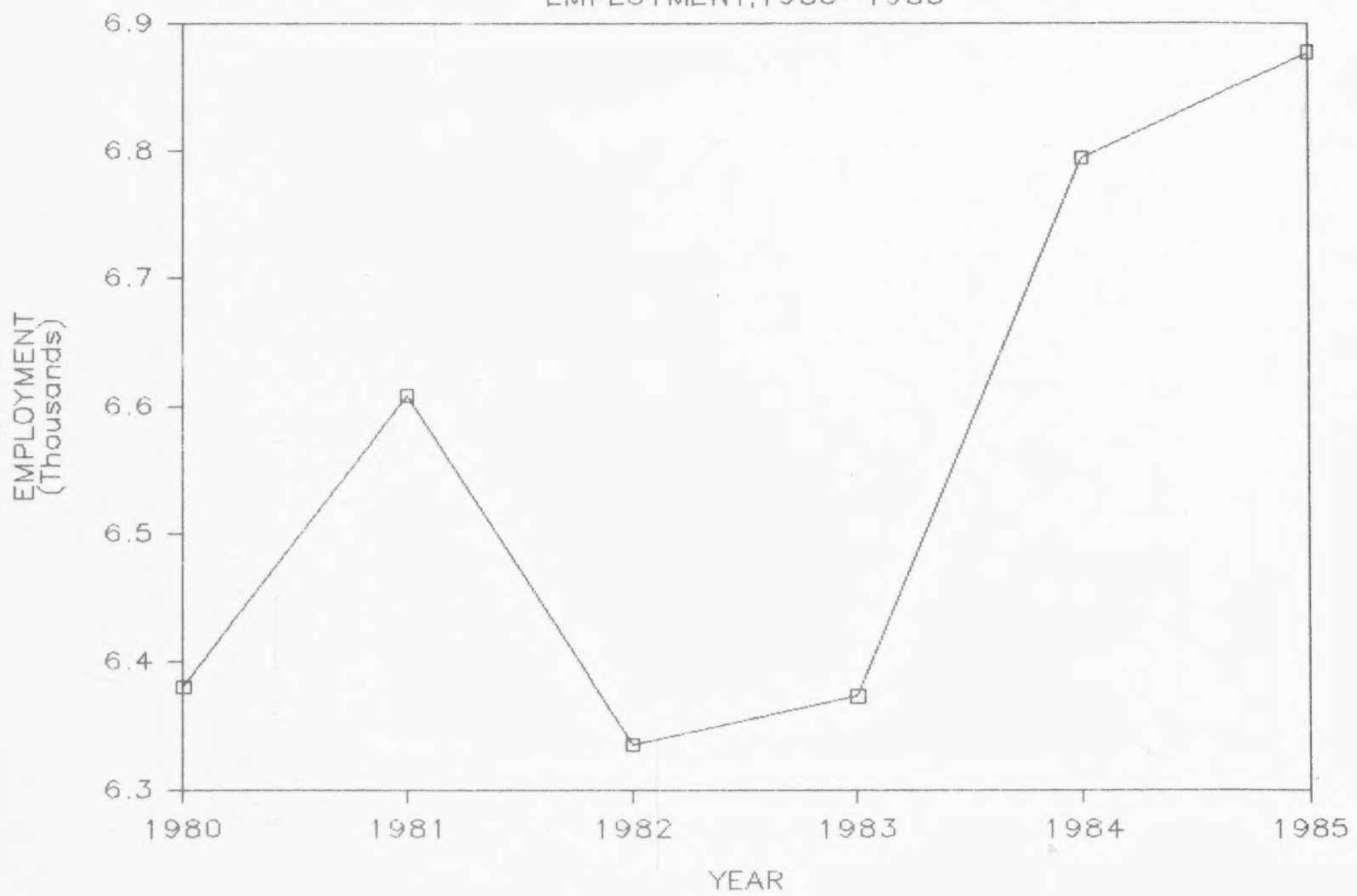
STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Material Recording, Scheduling, and Distributing Workers	58099	6	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	46	0.6	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	201	2.8				
Butchers and Meat Cutters	65023	113	1.6	44	163	63	3.0
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	82	1.1	38	114	50	8.9
All Other Service Workers	69999	6	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	15	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	2,066	29.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	38	0.5	19	45	31	6.5
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	5	0.1	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	2	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	50	0.7	18	59	41	11.3
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	24	0.3	19	28	20	6.5

STAFFING PATTERNS
WHOLESALE TRADE INDUSTRIES
NONDURABLE GOODS
(SIC 51)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Coin and Vending Machine Servicers and Repairers	85947	18	0.2	40	25	11	1.8
All Other Mechanics, Installers, and Repairers	85999	44	0.6	NA	-	-	NA
All Other Precision Workers	89999	9	0.1	NA	-	-	NA
Packaging and Filling Machine Operators and Tenders	92974	44	0.6	23	54	34	1.8
All Other Machine Setters and Set-Up Operators	92997	40	0.7	NA	-	-	NA
All Other Hand Workers	93999	86	1.2	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	560	7.9	12	629	491	24.4
Truck Drivers, Light-Include Delivery and Route Workers	97105	464	6.5	12	521	407	26.2
Driver/Sales Workers	97117	255	3.6	26	321	189	6.0
Service Station Attendants	97805	78	1.1	46	114	42	3.6
Industrial Truck and Tractor Operators	97947	51	0.7	22	62	40	5.4
Freight, Stock, and Material Movers, Hand	98700	175	2.5	15	201	149	11.3
Hand Packers and Packagers	98902	61	0.9	48	90	32	3.6
All Other Helpers, Laborers and Material Movers, Hand	98999	62	0.9	NA	-	-	NA

WHOLESALE TRADE—NONDURABLE GOODS



RETAIL TRADE

(SIC 52-59)

This division includes establishments engaged in selling merchandise for personal or household consumption, and rendering services incidental to the sale of goods. In general, retail establishments are classified by kind of business according to the principal line of commodities sold (groceries, hardware, etc.) or the usual trade designation (drug store, cigar store, etc).

Employment in Retail Trade showed a gain of 20,179 workers or 27 percent over a similar survey conducted in 1982. Industry 581 (Eating and Drinking Places), the largest industry within this group added on 7,516 workers or 33 percent while the second largest industry SIC-541 (Grocery Stores) grew by 3,443 workers or 25 percent.

Our sample consisted of 1,278 units representing employment of 39,763. Usable responses were received from 958 units or 75 percent of the units sampled. The reported employment was 29,149 or 73 percent of the employment in the sample.

THE FIFTEEN SPECIFIC OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
RETAIL TRADE
(SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	49011	Salespersons, Retail	13,230	14.0
2	49023	Cashiers	10,791	11.4
3	65008	Waiters and Waitresses	10,307	10.9
4	49021	Stock Clerks, Sales Floor	8,546	9.0
5	19005	General Managers and Top Executives	4,826	5.1
6	65041	Combined Food Preparation and Service Workers	3,074	3.2
7	65038	Food Preparation Workers	2,457	2.6
8	55338	Bookkeeping, Accounting, and Auditing Clerks	2,170	2.3
9	65026	Cooks, Restaurant	2,137	2.3
10	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	2,119	2.2
11	65032	Cooks, Specialty Fast Food	2,033	2.2
12	85302	Automotive Mechanics	1,787	1.9
13	55347	General Office Clerks	1,597	1.7
14	65005	Bartenders	1,405	1.5
15	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	1,399	1.5

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		94,631	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	7,497	7.9				
Financial Managers	13002	111	0.1	14	127	95	3.1
Personnel, Training, and Labor Relations Managers	13005	39	*	21	47	31	0.9
Purchasing Managers	13008	718	0.8	11	795	641	12.8
Marketing, Advertising, and Public Relations Managers	13011	302	0.3	17	355	249	3.5
Administrative Services Managers	13014	22	*	22	27	17	0.6
Communications, Transportation and Utilities Operations Managers	15023	42	*	22	51	33	0.8
Food Service and Lodging Managers	15026	1,285	1.4	30	1,669	901	3.5
General Managers and Top Executives	19005	4,826	5.1	4	5,002	4,650	61.9
All Other Managers and Administrators	19999	152	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	2,159	2.3				
Accountants and Auditors	21114	382	0.4	14	437	327	8.3
All Other Financial Specialists	21199	4	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	587	0.6	11	650	524	8.8
Personnel, Training, and Labor Relations Specialists	21511	18	*	11	20	16	0.4
All Other Management Support Workers	21999	73	0.1	NA	-	-	NA
All Other Engineers	22199	3	*	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	8	*	NA	-	-	NA
Systems Analysts, Electronic Data Processing	25102	10	*	36	14	6	0.2
Computer Programmers	25105	32	*	12	36	28	0.6

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Pharmacists	32517	448	0.5	7	481	415	4.1
All Other Health Professionals, Paraprofessionals and Technicians	32999	48	0.1	NA	-	-	NA
Photographers	34023	30	*	37	41	19	0.4
Artists and Related Workers	34035	14	*	12	16	12	0.3
Designers	34038	230	0.2	16	266	194	2.4
Interior Designers	34041	91	0.1	22	111	71	1.4
Merchandise Displayers and Window Trimmers	34044	76	0.1	31	100	52	1.1
All Other Professionals, Paraprofessionals and Technical Workers	39999	105	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	35,536	37.6				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	1,327	1.4	6	1,406	1,248	12.5
Sales Representatives, Except Scientific and Related Products	49008	60	0.1	28	77	43	0.6
Salespersons, Retail	49011	13,230	14.0	4	13,692	12,768	54.6
Salespersons, Parts	49014	561	0.6	13	636	486	4.6
Counter and Rental Clerks	49017	283	0.3	20	340	226	2.1
Stock Clerks, Sales Floor	49021	8,546	9.0	5	8,985	8,107	21.1
Cashiers	49023	10,791	11.4	6	11,429	10,153	27.0
News and Street Vendors, Telephone Solicitors, Door-To-Door Sales Workers, and Other Related Workers	49026	61	0.1	23	75	47	0.3
All Other Sales and Related Workers	49999	677	0.7	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	8,826	9.3				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	901	1.0	10	992	810	12.7

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Adjustment Clerks	53123	200	0.2	27	254	146	0.9
Bill and Account Collectors	53508	37	*	15	43	31	1.2
Secretaries	55100	613	0.7	10	672	554	12.9
Receptionists and Information Clerks	55305	16	*	24	20	12	0.9
Personnel Clerks	55314	13	*	27	16	10	0.6
Correspondence Clerks	55317	35	*	26	44	26	0.6
File Clerks	55321	11	*	9	12	10	0.3
Order Clerks	55323	254	0.3	12	285	223	2.4
Bookkeeping, Accounting, and Auditing Clerks	55338	2,170	2.3	5	2,276	2,064	38.1
Payroll and Time-keeping Clerks	55341	15	*	30	20	10	0.7
Billing, Cost and Rate Clerks	55344	306	0.3	11	338	274	6.4
General Office Clerks	55347	1,597	1.7	7	1,707	1,487	20.3
Billing, Posting, and Calculating Machine Operators	56002	37	*	19	44	30	0.9
Computer Operators	56011	57	0.1	15	66	48	1.4
Data Entry Keyers, Except Composing	56017	68	0.1	12	76	60	1.5
All Other Office Machine Operators	56099	4	*	NA	-	-	NA
Switchboard Operators	57102	41	*	9	45	37	1.0
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	22	*	16	25	19	0.3
Dispatchers, Except Police, Fire and Ambulance	58005	41	*	26	52	30	0.9
Marking Clerks	58021	162	0.2	19	192	132	1.7
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	1,399	1.5	12	1,565	1,233	9.7
Order Fillers, Wholesale and Retail Trade Sales	58026	122	0.1	14	139	105	1.7
Traffic, Shipping and Receiving Clerks	58028	612	0.7	7	653	571	10.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	8	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	85	0.1	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
SERVICE OCCUPATIONS	60000-69999	30,909	32.7				
First Line Supervisors and Manager/Supervisors-Service	61000	574	0.6	19	682	466	2.6
Detectives and Investigators, Except Public	63035	116	0.1	20	139	93	1.3
Hosts and Hostesses-Restaurant, Lounge or Coffee Shop	65002	1,107	1.2	17	1,297	917	3.3
Bartenders	65005	1,405	1.5	15	1,614	1,196	3.6
Waiters and Waitresses	65008	10,307	10.9	8	11,089	9,525	6.1
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	1.0	35	1,234	598	1.7
Counter Attendants-Lunch Room, Coffee Shop, or Cafeteria	65017	2,119	2.2	30	2,754	1,484	2.0
Bakers, Bread and Pastry	65021	493	0.5	16	571	415	3.6
Butchers and Meat Cutters	65023	713	0.8	12	800	626	5.1
Cooks, Restaurant	65026	2,137	2.3	12	2,400	1,874	4.4
Cooks, Specialty Fast Food	65032	2,033	2.2	26	2,557	1,509	1.6
Cooks, Short Order	65035	484	0.5	31	632	336	1.7
Food Preparation Workers	65038	2,457	2.6	18	2,903	2,011	5.2
Combined Food Preparation and Service Workers	65041	3,074	3.2	24	3,801	2,347	3.5
All Other Food Service Workers	65099	1,482	1.6	NA	-	-	NA
Pharmacy Assistants	66026	191	0.2	31	250	132	1.9
Maids and Housekeeping Cleaners	67002	92	0.1	48	137	47	0.5
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	1,087	1.1	15	1,254	920	11.2
All Other Cleaning and Building Service Workers, Except Private Households	67099	7	*	NA	-	-	NA
All Other Service Workers	69999	115	0.1	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	99	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	9,605	10.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	470	0.5	8	507	433	6.7
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	14	*	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	8	*	NA	-	-	NA
Maintenance Repairers, General Utility	85132	356	0.4	16	413	299	4.9
Automotive Mechanics	85302	1,787	1.9	5	1,880	1,694	11.6
Automotive Body and Related Repairers	85305	299	0.3	17	349	249	1.9
Motorcycle Repairers	85308	74	0.1	13	83	65	0.6
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	88	0.1	35	119	57	1.4
Small Engine Specialists	85328	265	0.3	17	309	221	2.0
Electronic Home Entertainment Equipment Repairers	85708	111	0.1	35	150	72	1.0
Electric Home Appliance and Power Tool Repairers	85711	82	0.1	15	94	70	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	327	0.3	8	355	299	3.7
Watchmakers	85917	10	*	45	14	6	0.2
Office Machine and Cash Register Servicers	85926	20	*	41	28	12	0.2

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	77	0.1	23	95	59	0.8
Gas Appliance Repairers	85944	60	0.1	26	76	44	1.0
Coin and Vending Machine Servicers and Repairers	85947	58	0.1	25	72	44	0.8
Bicycle Repairers	85951	61	0.1	34	82	40	0.8
Tire Repairers and Changers	85953	164	0.2	31	215	113	1.1
All Other Mechanics, Installers, and Repairers	85999	121	0.1	NA	-	-	NA
Carpenters	87102	69	0.1	23	85	53	0.9
Carpet Installers	87602	76	0.1	18	89	63	1.3
Floor Layers, Except Carpet, Wood and Hard Tiles	87605	13	*	36	18	8	0.4
Glaziers	87811	91	0.1	35	123	59	0.6
All Other Construction Trades Workers	87899	48	*	NA	-	-	NA
Jewelers and Silversmiths	89123	35	*	33	46	24	0.6
Wood Machinists	89308	31	*	18	37	25	0.6
Cabinetmakers and Bench Carpenters	89311	29	*	36	40	18	0.2
Custom Tailors and Sewers	89505	76	0.1	25	95	57	1.2
All Other Precision Workers	89999	23	*	NA	-	-	NA
Sewing Machine Operators, Non-Garment	92721	28	*	35	38	18	0.6
All Other Machine Operators and Tenders	92998	33	*	NA	-	-	NA
Assemblers, and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	105	0.1	19	125	85	0.7
All Other Hand Workers	93999	42	*	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	547	0.6	11	607	487	6.8
Truck Drivers, Light-Include Delivery and Route Workers	97105	828	0.9	10	908	748	13.0
Driver/Sales Workers	97117	252	0.3	15	291	213	2.0
Service Station Attendants	97805	1,213	1.3	8	1,306	1,120	10.0

STAFFING PATTERNS
RETAIL TRADE
(SIC 52-59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Transportation Workers	97899	76	0.1	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	54	0.1	18	64	44	1.0
All Other Material Moving Equipment Operators	97999	3	*	NA	-	-	NA
Mechanic and Repairers Helpers	98102	248	0.3	20	297	199	2.8
Freight, Stock, and Material Movers, Hand	98700	396	0.4	22	482	310	4.1
Hand Packers and Packagers	98902	430	0.4	18	508	352	1.1
Vehicle Washers and Equipment Cleaners	98905	353	0.4	15	405	301	3.0
All Other Helpers, Laborers and Material Movers, Hand	98999	54	0.1	NA	-	-	NA

* Less Than 0.05 Percent

THE TEN MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 52-59)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	61.9
2	49011	Salespersons, Retail	54.6
3	55338	Bookkeeping, Accounting and Auditing Clerks	38.1
4	49023	Cashiers	27.0
5	49021	Stock Clerks, Sales Floor	21.1
6	55347	General Office Clerks	20.3
7	97105	Truck Drivers, Light-Include Delivery and Route Workers	13.0
8	55100	Secretaries	12.9
9	13008	Purchasing Managers	12.8
10	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	12.7

EMPLOYMENT BY OCCUPATIONAL GROUP

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and mobile homes. Within this group the largest industry is SIC-521-Lumber and Other Building Materials Dealers.

Compared to a similar survey in 1982, employment in SIC-52 grew by 889 workers or 24 percent. The most significant gain was reported in the Sales category which added 755 workers, while Production and Managers and Administrators reported slight losses of 34 and 15 workers respectively.

Our sample consisted of 159 units representing employment of 2,876. Usable responses were received from 131 units or 82 percent of the units sampled. The reported employment was 2,257.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	1,080
2	19005	General Managers and Top Executives	458
3	49021	Stock Clerks, Sales Floor	285
4	55338	Bookkeeping, Accounting, & Auditing Clerks	240
5	49017	Counter and Rental Clerks	227
6	97105	Truck Drivers, Light-Include Delivery and Route Workers	223
7	49023	Cashiers	196
8	97102	Truck Drivers, Heavy or Tractor Trailer	149
9	85328	Small Engine Specialists	148
10	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	133

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,523	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	600	13.3				
Financial Managers	13002	11	0.2	47	16	6	3.8
Purchasing Managers	13008	126	2.8	13	142	110	29.8
General Managers and Top Executives	19005	458	10.1	6	488	428	78.6
All Other Managers and Administrators	19999	5	0.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	178	3.9				
Accountants and Auditors	21114	27	0.6	21	33	21	9.2
Wholesale and Retail Buyers, Except Farm Products	21302	87	1.9	19	103	71	16.8
All Other Management Support Workers	21999	5	0.1	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	4	0.1	NA	-	-	NA
All Other Health Professionals, Paraprofessionals, and Technicians	32999	3	0.1	NA	-	-	NA
Interior Designers	34041	46	1.0	37	63	29	4.6
All Other Professionals, Paraprofessionals and Technical Workers	39999	6	0.1	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,829	40.4				
Sales Representatives, Except Scientific and Related Products Or Services and Retail	49008	31	0.7	13	35	31	3.8
Salespersons, Retail	49011	1,080	23.9	5	1,131	1,029	78.6
Counter and Rental Clerks	49017	227	5.0	16	264	190	13.0

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

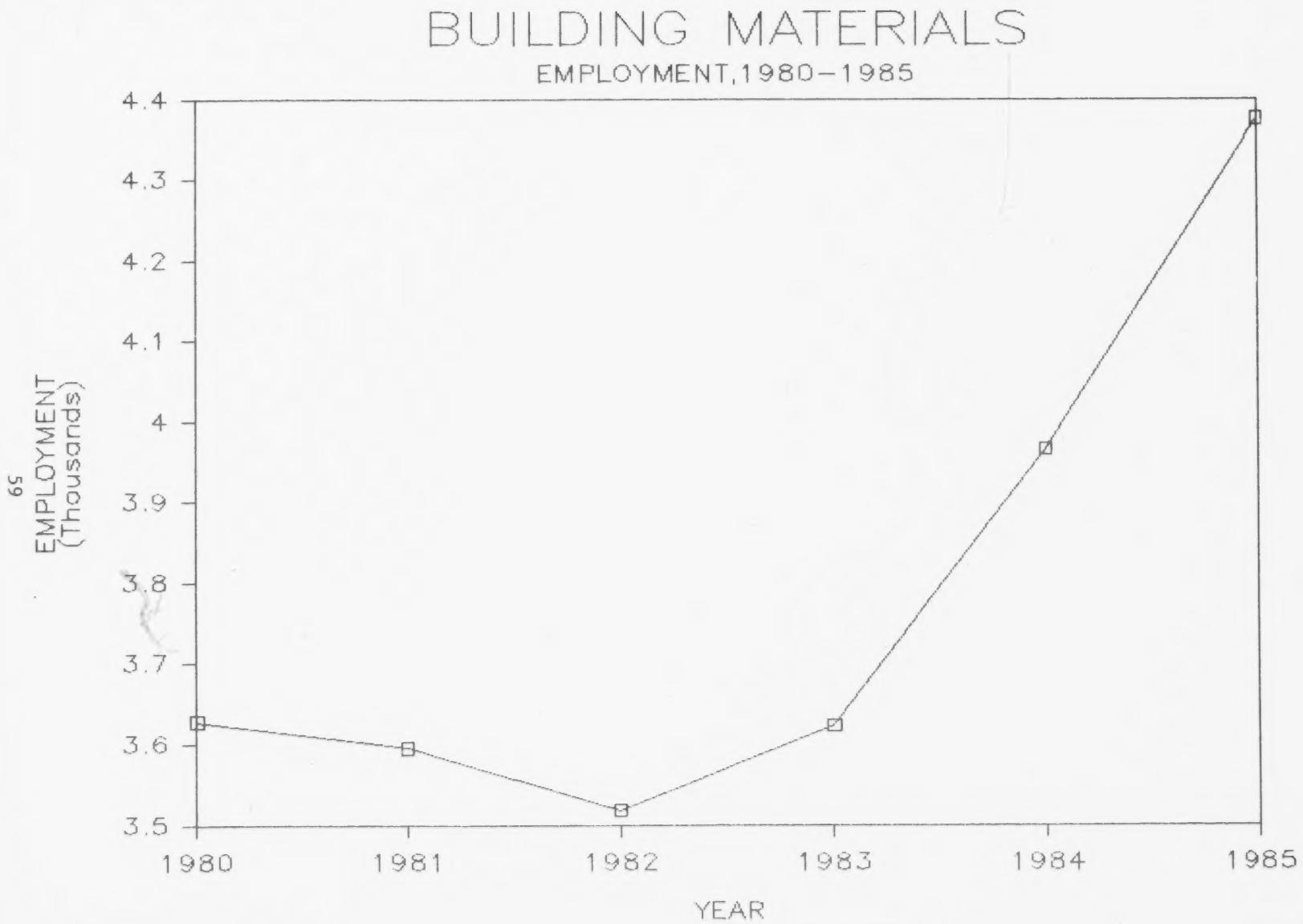
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Stock Clerks, Sales Floor	49021	285	6.3	10	314	256	38.2
Cashiers	49023	196	4.3	9	214	178	29.8
All Other Sales and Related Workers	49999	10	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	738	16.3				
Secretaries	55100	35	0.8	20	42	28	12.2
Bookkeeping, Accounting, and Auditing Clerks	55338	240	5.3	9	261	219	58.0
Billing, Cost and Rate Clerks	55344	42	0.9	18	49	35	12.2
General Office Clerks	55347	120	2.7	15	138	102	28.2
Computer Operators	56011	27	0.6	14	31	23	6.9
All Other Office Machine Operators	56099	9	0.2	NA	-	-	NA
Stock Clerks-Stock-Room, Warehouse Or Storage Yard	58023	133	2.9	19	158	108	22.1
Traffic, Shipping and Receiving Clerks	58028	118	2.6	12	132	104	27.5
All Other Clerical and Administrative Support Workers	59999	14	0.3	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	37	0.8				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	31	0.7	27	39	23	9.9
All Other Service Workers	69999	6	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79999	24	0.5	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,117	24.7				

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY,
AND MOBILE HOME DEALERS
(SIC 52)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	72	1.6	19	86	58	13.0
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	3	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	28	0.6	43	40	16	3.8
Small Engine Specialists	85328	148	3.3	18	174	122	11.5
Installers, and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	34	0.7	38	47	21	3.1
Carpenters	87102	54	1.2	22	66	42	6.1
Glaziers	87811	91	2.0	35	123	59	6.1
All Other Construction Trades Workers	87899	31	0.7	NA	-	-	NA
Wood Machinists	89308	31	0.7	18	37	25	5.3
All Other Mechanics, Installers and Repairers	85999	12	0.3	NA	-	-	NA
Assemblers and Fabricators-Except Machine, Electrical, Electronic, and Precision	93956	69	1.5	23	85	53	3.8
Truck Drivers, Heavy Or Tractor Trailer	97102	149	3.3	15	172	126	16.0
Truck Drivers, Light-Include Delivery and Route Workers	97105	223	4.9	10	246	200	3.4
All Other Transportation and Related Workers	97899	18	0.4	NA	-	-	NA
Industrial Truck and Tractor Operators	97947	53	1.2	18	63	43	9.2
Freight, Stock, and Material Movers, Hand	98700	86	1.9	3	88	84	3.8
All Other Helpers, Laborers and Material Movers, Hand	98999	15	0.3	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 52)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	78.6
1	49011	Salespersons, Retail	78.6
3	55338	Bookkeeping, Accounting, and Auditing Clerks	58.0
4	49021	Stock Clerks, Sales Floor	38.2
5	13008	Purchasing Managers	29.8
5	49023	Cashiers	29.8


BUILDING MATERIALS
EMPLOYMENT,1980-1985
EMPLOYMENT (Thousands)
4.4
4.3
4.2
4.1
4
3.9
3.8
3.7
3.6
3.5
1980
1981
1982
1983
1984
1985
YEAR

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

This major group includes retail stores which sell a number of lines of merchandise such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. Within this group, the largest industry is SIC-531 - Department Stores.

Compared to a similar survey in 1982, employment in SIC-53 grew by 1,948 workers or 25 percent. Employment gains were reported in all occupational groups except Managers and Administrators, Clerical, and Production.

Our sample consisted of 153 units representing employment of 9,280. Usable responses were received from 91 units or 60 percent of the units sampled. The reported employment was 5,434.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	2,293
2	49021	Stock Clerks, Sales Floor	1,942
3	49023	Cashiers	1,307
4	65008	Waiters and Waitresses	549
5	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	478
6	19005	General Managers and Administrators	303
7	55338	Bookkeeping, Accounting, and Auditing Clerks	200
8	58028	Traffic, Shipping, and Receiving Clerks	188
9	53123	Adjustment Clerks	180
10	55347	General Office Clerks	138

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		9,689	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	504	5.2				
Communications, Transportation, and Utilities Operations Managers	15023	25	0.3	16	29	21	10.5
General Managers and Top Executives	19005	303	3.1	9	330	276	81.6
All Other Managers and Administrators	19999	176	1.8	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL, AND TECHNICAL OCCUPATIONS	20000-39999	233	2.4				
All Other Financial Specialists	21199	17	0.2	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	136	1.4	32	180	92	15.8
All Other Management Support Workers	21999	10	0.1	NA	-	-	NA
All Other Engineers	22199	3	*	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	67	0.7	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	6,259	64.6				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	478	4.9	11	531	425	57.9
Salespersons, Retail	49011	2,293	23.7	16	2,670	1,916	57.9
Stock Clerks, Sales Floor	49021	1,942	20.0	12	2,177	1,707	60.5
Cashiers	49023	1,307	13.5	16	1,517	1,097	60.5
All Other Sales and Related Workers	49999	239	2.5	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,446	14.9				
Adjustment Clerks	53123	180	1.8	30	234	126	21.1
Secretaries	55100	49	0.5	30	64	34	18.4
Correspondence Clerks	55317	35	0.4	26	44	26	18.4
Order Clerks	55323	115	1.2	21	140	90	23.7
Bookkeeping, Accounting, and Auditing Clerks	55338	200	2.1	15	230	170	44.7
Billing, Cost and Rate Clerks	55344	18	0.2	30	23	13	15.8
General Office Clerks	55347	138	1.4	20	166	110	47.4
Data Entry Keyers, Except Composing	56017	18	0.2	33	24	12	21.1
All Other Office Machine Operators	56099	3	*	NA	-	-	NA
Marking Clerks	58021	130	1.3	22	159	101	39.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	171	1.8	26	215	127	26.3
Traffic, Shipping, and Receiving Clerks	58028	188	1.9	10	208	168	55.3
All other Material Recording, Scheduling, and Distributing Workers	58099	26	0.3	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	175	1.8	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	963	9.9				
Detectives and Investigators, Except Public	63035	113	1.2	20	136	90	36.8
Guards and Watch Guards	63047	51	0.5	34	68	34	15.8
Waiters and Waitresses	65008	549	5.7	31	718	380	18.4
All Other Food Service Workers	65099	135	1.4	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	95	0.9	18	112	78	36.8
All Other Service Workers	69999	20	0.2	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
GENERAL MERCHANDISE STORES
(SIC 53)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND RELATED WORKERS	80000-98999	284	2.9				
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance and Related Workers	81099	5	0.1	NA	-	-	NA
All Other Mechanics, Installers and Repairers	85999	121	1.2	NA	-	-	NA
All Other Construction Trades Workers	87899	3	*	NA	-	-	NA
All Other Precision Workers	89999	15	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	6	0.1	NA	-	-	NA
All Other Hand Workers	93999	6	0.1	NA	-	-	NA
All Other Transportation and Related Workers	97899	11	0.1	NA	-	-	NA
All Other Material Moving Equipment Operators	97999	1	*	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	116	1.2	NA	-	-	NA

* Less Than 0.05 Percent

RETAIL—GENERAL
EMPLOYMENT 1980—1985
EMPLOYMENT (Thousands)
59
10.2
10.1
10
9.9
9.8
9.7
9.6
9.5
9.4
9.3
9.2
9.1
9
8.9
8.8
8.7
8.6
8.5
8.4
8.3
8.2
8.1
8
1980
1981
1982
1983
1984
1985
YEAR

OCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption. Within this group, the largest industry is SIC-541 - Grocery Stores.

Compared to a similar survey in 1982, employment in SIC-54 grew by 3,678 workers or 24 percent. Employment gains were reported in all occupational groups except Professional, Clerical and Production. The specific occupations of Cashiers and Stock Clerks, Sales Floor grew by 1,660 and 1,352 workers respectively.

Our sample consisted of 156 units representing employment of 11,501. Usable, responses were received from 123 units or 79 percent of the units sampled. The reported employment was 9,595.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49023	Cashiers	5,791
2	49021	Stock Clerks, Sales Floor	4,980
3	19005	General Managers and Administrators	997
4	65041	Combined Food Preparation and Service Workers-Fast Food	914
5	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	754
6	49011	Salespersons, Retail	721
7	65023	Butchers and Meat Cutters	708
8	55338	Bookkeeping, Accounting, and Auditing Clerks	339
9	65021	Bakers, Bread and Pastry	316
10	55347	General Office Clerks	306

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49023	Cashiers	78.0
2	19005	General Managers and Administrators	65.0
3	49021	Stock Clerks, Sales Floor	60.2
4	65023	Butchers and Meat Cutters	52.0
5	55338	Bookkeeping, Accounting, and Auditing Clerks	36.6

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		19,004	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,278	6.7				
Purchasing Managers	13008	219	1.1	26	277	161	14.6
General Managers and Top Executives	19005	997	5.3	11	1,105	889	65.9
All Other Managers and Administrators	19999	62	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	130	0.7				
Accountants and Auditors	21114	24	0.1	46	35	13	6.5
All Other Management Support Workers	21999	95	0.5	NA	-	-	NA
All Other Health Professionals, Paraprofessionals and Technical Workers	32999	6	*	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	5	*	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	12,236	64.4				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	290	1.5	12	326	254	16.3
Salespersons, Retail	49011	721	3.8	20	862	580	19.5
Stock Clerks, Sales Floor	49021	4,980	26.2	7	5,322	4,638	60.2
Cashiers	49023	5,791	30.5	5	6,094	5,488	78.0
All Other Sales and Related Workers	49999	454	2.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,549	8.2				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	21	0.1	30	27	15	8.9

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bookkeeping, Accounting, and Auditing Clerks	55338	339	1.8	17	397	281	36.6
Billing, Cost and Rate Clerks	55344	10	0.1	49	15	5	3.3
General Office Clerks	55347	306	1.6	20	367	245	20.3
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	754	4.0	20	904	604	11.4
Traffic, Shipping and Receiving Clerks	58028	80	0.4	33	107	53	15.4
All Other Clerical and Administrative Support Workers	59999	39	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	3,161	16.6				
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	65017	153	0.8	44	221	85	3.3
Bakers, Bread and Pastry	65021	316	1.7	12	354	278	29.3
Butchers and Meat Cutters	65023	708	3.7	12	795	621	52.0
Food Preparation Workers	65038	141	0.7	31	185	97	9.8
Combined Food Preparation and Service Workers-Fast Food	65041	914	4.8	27	1,158	670	22.8
All Other Food Service Workers	65099	725	3.8	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	167	0.9	28	214	120	19.5
All Other Service Workers	69999	37	0.2	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING, AND RELATED OCCUPATIONS	70000-79000	32	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	618	3.2				

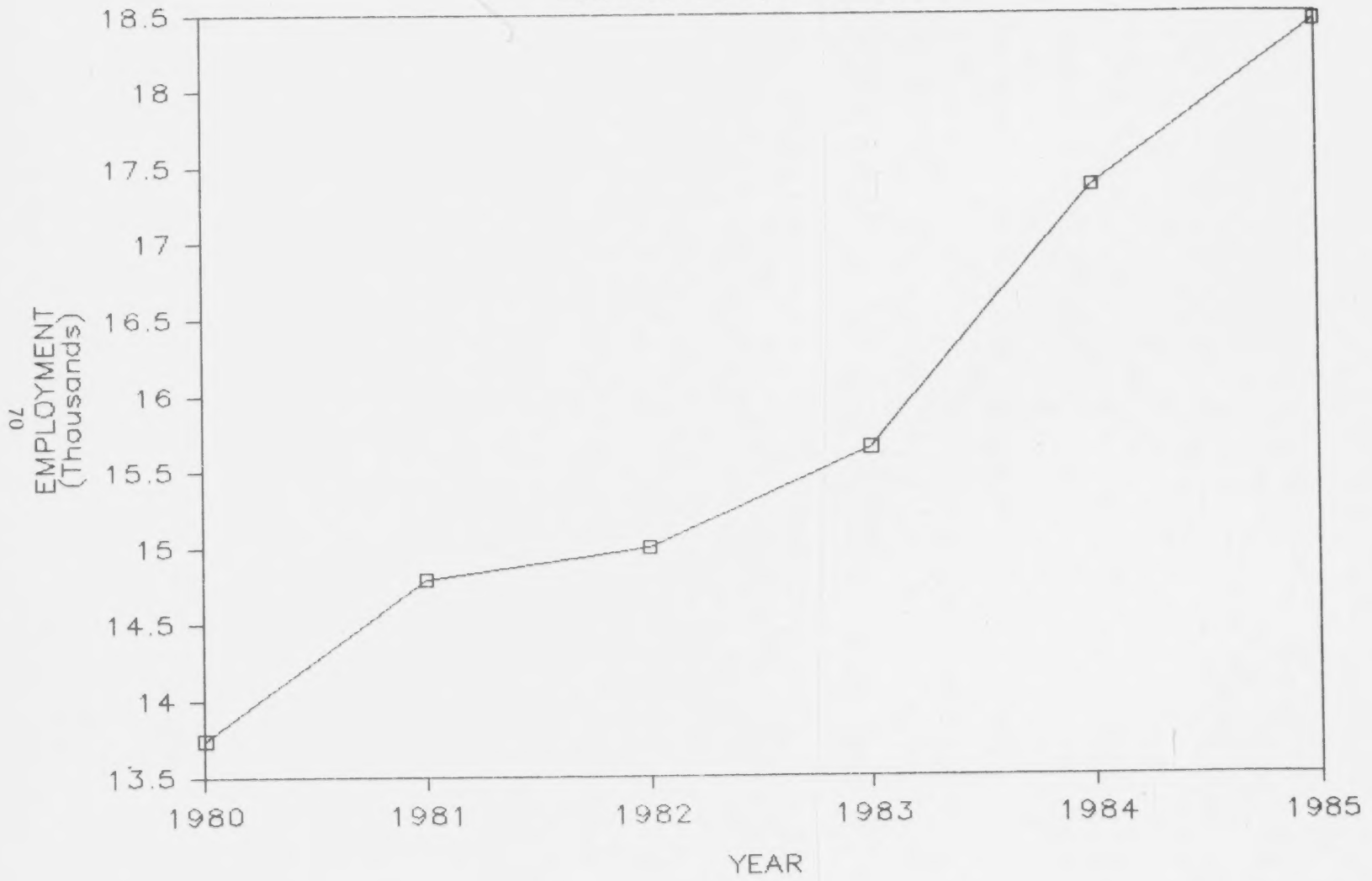
STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FOOD STORES
(SIC 54)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance, and Related	81099	10	0.1	NA	-	-	NA
All Other Mechanics, Installers and Repairers	85999	48	0.2	NA	-	-	NA
All Other Construction Trades Workers	87899	2	*	NA	-	-	NA
All Other Precision Workers	89999	9	0.1	NA	-	-	NA
All Other Hand Workers	93999	1	*	NA	-	-	NA
Driver/Sales Workers	97117	47	0.2	27	60	34	2.4
All Other Transportation and Related Workers	97899	54	0.3	NA	-	-	NA
Hand Packers and Packagers	98902	299	1.6	26	377	221	8.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	148	0.7	NA	-	-	NA

* Less Than 0.05 Percent

RETAIL—FOOD

EMPLOYMENT, 1980—1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations. Establishments dealing exclusively in used automobiles, and automobile repair shops maintained by those establishments selling new automobiles, are also included. Within this group, the largest industry is SIC-551-Motor Vehicle Dealers (New and Used).

Compared to a similar survey in 1982, employment in SIC 55 grew by 1,945 workers or 24 percent. The specific occupation of cashiers grew by 457 workers while that of Service Station Attendant declined by 96 due to the increase of self service stations.)

Our sample consisted of 280 units representing employment of 4,425. Usable responses were received from 225 units or 80 percent of the units sampled. The reported employment was 3,791.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	85302	Automotive Mechanics	1,734
2	49011	Salespersons, Retail	1,326
3	97805	Service Station Attendants	1,105
4	49023	Cashiers	707
5	19005	General Managers and Top Executives	564
6	49014	Salespersons, Parts	549
7	55338	Bookkeeping, Accounting, and Auditing Clerks	461
8	81002	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	368
9	98905	Vehicle Washers and Equipment Cleaners	353
10	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	350

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		10,179	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	805	7.9				
Financial Managers	13002	24	0.2	36	33	15	2.7
Marketing, Advertising, and Public Relations Managers	13011	200	2.0	15	230	170	14.7
General Managers and Top Executives	19005	564	5.5	9	614	514	44.9
All Other Managers and Administrators	19999	17	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	73	0.7				
Accountants and Auditors	21114	62	0.6	33	82	42	8.0
All Other Management Support Workers	21999	4	*	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	7	0.1	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	2,650	26.0				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	29	0.3	27	37	21	1.3
Salespersons, Retail	49011	1,326	13.0	5	1,388	1,264	28.9
Salespersons, Parts	49014	549	5.4	14	623	475	24.4
Cashiers	49023	707	6.9	14	804	610	27.6
All Other Sales and Related Workers	49999	39	0.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,541	15.1				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	350	3.4	11	387	313	30.2
Secretaries	55100	139	1.4	18	164	114	16.4

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

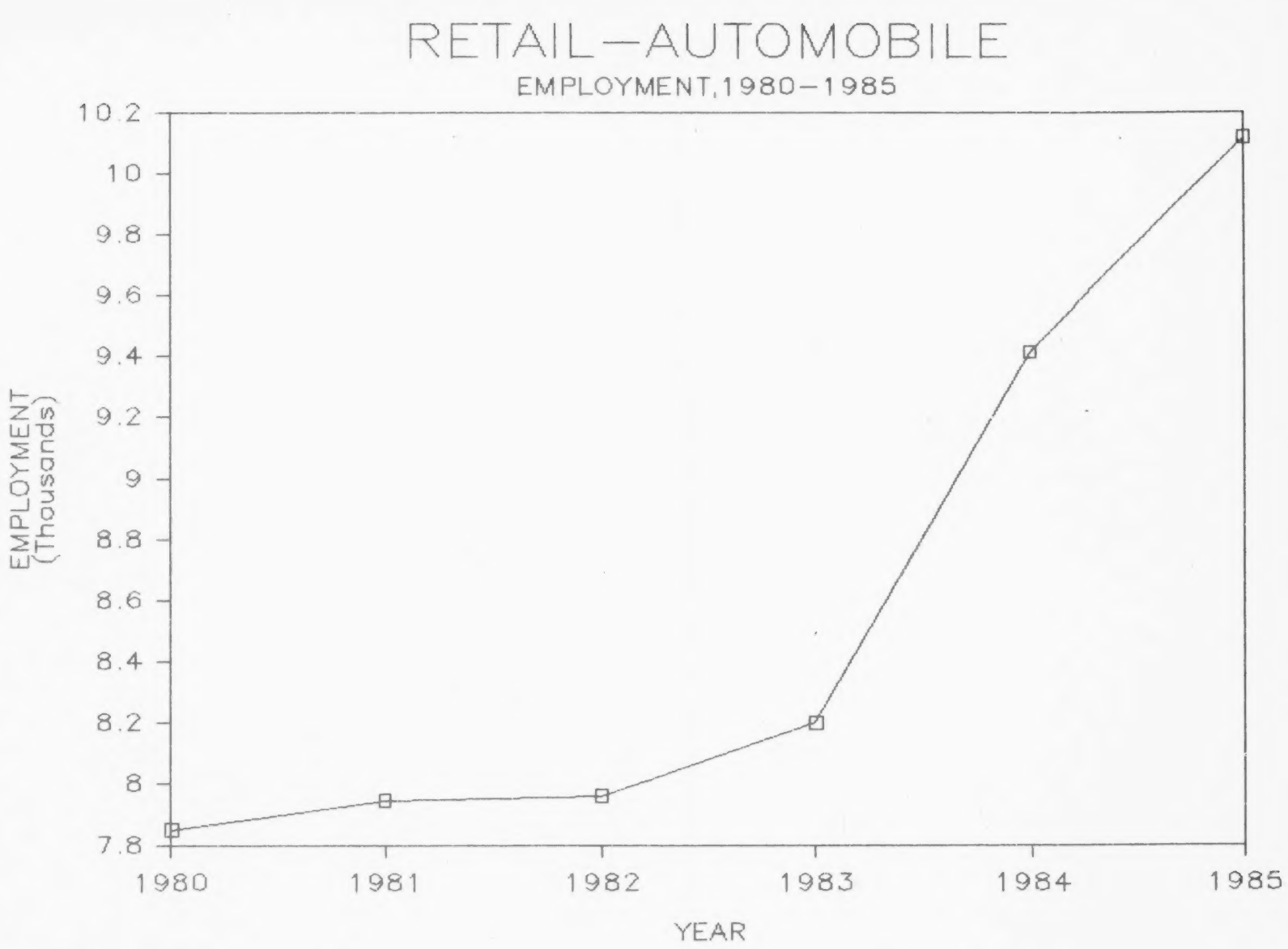
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bookkeeping, Accounting, and Auditing Clerks	55338	461	4.5	9	501	421	45.8
Billing, Cost and Rate Clerks	55344	124	1.2	20	149	99	9.3
General Office Clerks	55347	298	2.9	12	334	262	22.2
All Other Office Machine Operators	56099	19	0.2	NA	-	-	NA
Dispatchers-Except Police, Fire and Ambulance	58005	24	0.2	41	34	14	3.1
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	106	1.0	24	132	80	8.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	7	0.1	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	117	1.2				
All Other Food Service Workers	65099	13	0.1	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	99	1.0	22	121	77	9.3
All Other Service Workers	69999	5	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	4,993	49.1				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	368	3.6	9	402	334	23.0
Maintenance Repairers, General Utility	85132	106	1.0	30	138	74	8.0
Automotive Mechanics	85302	1,734	17.0	5	1,826	1,642	60.9
Automotive Body and Related Repairers	85305	299	2.9	17	349	249	10.7
Motorcycle Repairers	85308	74	0.7	13	83	65	3.1
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	68	0.7	45	99	37	3.1

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS
(SIC 55)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Small Engine Specialists	85328	101	1.0	33	134	68	4.0
Installers and Repairers-Manufactured Buildings, Mobile Homes, and Travel Trailers	85938	43	0.4	29	55	31	2.7
Tire Repairers and Changers	85953	164	1.6	31	215	113	6.2
All Other Mechanics, Installers and Repairers	85999	67	0.7	NA	-	-	NA
All Other Machine Operators and Tenders	92998	22	0.2	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	78	0.8	36	106	50	4.4
Truck Drivers, Light-Include Delivery and Route Workers	97105	90	0.9	31	118	62	7.1
Service Station Attendants	97805	1,105	10.8	8	1,192	1,018	50.2
All Other Transportation and Related Workers	97899	67	0.7	NA	-	-	NA
Mechanic and Repairer Helpers	98102	248	2.4	20	297	199	15.6
Vehicle Washers and Equipment Cleaners	98905	353	3.5	15	405	301	16.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	6	0.1	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 55)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	85302	Automotive Mechanics	60.9
2	97805	Service Station Attendants	50.2
3	55338	Bookkeeping, Accounting, and Auditing Clerks	45.8
4	19005	General Managers and Top Executives	44.9
5	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	30.2
6	49011	Salespersons, Retail	28.9


RETAIL—AUTOMOBILE
EMPLOYMENT, 1980—1985
EMPLOYMENT (Thousands)
10.2
10
9.8
9.6
9.4
9.2
9
8.8
8.6
8.4
8.2
8
7.8
1980
1981
1982
1983
1984
1985
YEAR

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornmant. Also included are furriers and custom tailors carrying stocks of materials. Within this group, the largest industry is SIC 562-Women's Ready-to-Wear Stores.

Compared to a similar survey in 1982, employment in SIC-56 grew by 825 workers or 21 percent. Sales and Services were the only occupational groups reporting gains in employment during the three year span.

Our sample consisted of 199 units representing employment of 3,246. Usable responses were received from 145 units or 73 percent of the units sampled. The reported employment was 2,440.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	2,911
2	19005	General Managers and Top Executives	463
3	49021	Stock Clerks, Sales Floor	411
4	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	190
5	49023	Cashiers	148
6	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	139
7	55338	Bookkeeping, Accounting, and Auditing Clerks	77
8	55347	General Office Clerks	63
9	89505	Custom Tailors and Sewers	62
10	13008	Purchasing Managers	61

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,825	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	541	11.2				
Purchasing Managers	13008	61	1.3	26	77	45	9.0
General Managers and Top Executives	19005	463	9.6	8	500	426	60.0
All Other Managers and Administrators	19999	17	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	80	1.7				
Accountants and Auditors	21114	13	0.3	38	18	8	3.4
Wholesale and Retail Buyers, Except Farm Products	21302	57	1.2	18	67	47	11.0
Merchandise Displayers and Window Trimmers	34044	10	0.2	32	13	7	4.1
SALES OCCUPATIONS	40000-49999	3,673	76.1				
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	190	3.9	14	217	163	28.3
Salespersons, Retail	49011	2,911	60.3	3	3,006	2,816	93.1
Counter and Rental Clerks	49017	13	0.3	43	19	7	2.8
Stock Clerks, Sales Floor	49021	411	8.5	17	480	342	17.2
Cashiers	49023	148	3.1	18	175	121	11.7
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	427	8.8				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	139	2.9	23	170	108	14.5

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
APPAREL AND ACCESSORY STORES
(SIC 56)

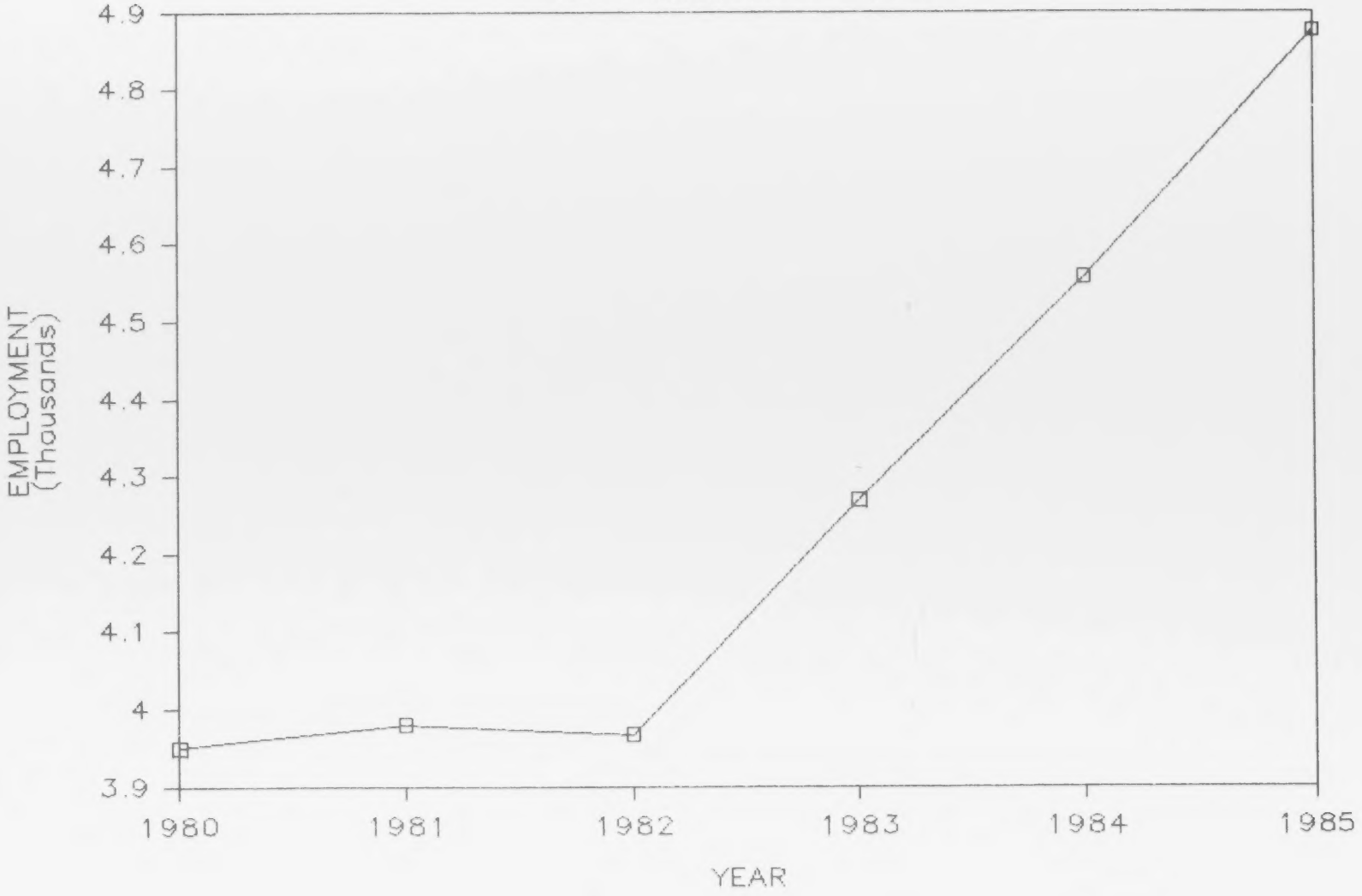
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Secretaries	55100	18	0.4	34	24	12	4.1
Bookkeeping, Accounting, and Auditing Clerks	55338	77	1.6	17	90	64	15.9
General Office Clerks	55347	63	1.3	19	75	51	11.0
All Other Office Machine Operators	56099	14	0.3	NA	-	-	NA
Marking Clerks	58021	32	0.7	26	40	24	4.1
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	16	0.3	39	22	10	5.5
Traffic, Shipping, and Receiving Clerk	58028	32	0.7	32	42	22	6.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	1	*	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	35	0.7	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	26	0.5				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	26	0.5	28	33	19	7.6
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	78	1.6				
All Other Mechanics, Installers and Repairers	85999	3	0.1	NA	-	-	NA
Custom Tailors and Sewers	89505	62	1.3	30	81	43	7.6
All Other Precision Workers	89999	3	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	5	0.1	NA	-	-	NA
All Other Transportation and Related Workers	97899	1	*	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	4	0.1	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 56)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49011	Salespersons, Retail	93.1
2	19005	General Managers and Top Executives	60.0
3	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	28.3
4	49021	Stock Clerks, Sales Floor	17.2
5	55338	Bookkeeping, Accounting and Auditing Clerks	15.9
6	51002	First Line Supervisors and Manager / Supervisors-Clerical and Administrative Support Occupations	14.5

RETAIL—APPAREL

EMPLOYMENT, 1980—1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS, AND EQUIPMENT STORES
(SIC 57)

This major group includes retail stores selling goods used for furnishing the home such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances. Stores selling electrical and gas appliances are included if the major part of their sales is for use in the home. Withing this group, the largest industry is SIC-571-Furniture, Home Furnishings, and Equipment Stores, except Appliances.

Compared to a similar survey in 1982, employment in SIC-57 grew by 1,234 workers or 48 percent. Employment gains were reported in all occupational groups. The largest gain occurred in Sales which added 681 workers.

Our sample consisted of 198 units representing employment of 2,220. Usable responses were received from 157 units or 79 percent of the units sampled. The reported employment was 1,731.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	1,421
2	19005	General Managers and Top Executives	486
3	97105	Truck Drivers, Light-Include Delivery and Route Workers	172
4	55338	Bookkeeping, Accounting, and Auditing Clerks	160
5	49021	Stock Clerks, Sales Floor	148
6	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	127
7	55347	General Office Clerks	101
8	58023	Stock Clerks-Stockroom, Warehouse or Storage Yard	78
9	87602	Carpet Installers	76
10	49023	Cashiers	75

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES
(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,797	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	600	15.8				
Purchasing Managers	13008	74	2.0	17	87	61	19.7
General Managers and Top Executives	19005	486	12.8	7	521	451	77.7
All Other Managers and Administrators	19999	40	1.0	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	141	3.7				
Accountants and Auditors	21114	27	0.7	31	35	19	9.6
Wholesale and Retail Buyers, Except Farm Products	21302	42	1.1	27	53	31	10.2
All Other Management Support Workers	21999	15	0.4	NA	-	-	NA
All Other Engineering and Related Technicians and Technologists	22599	4	0.1	NA	-	-	NA
Interior Designers	34041	41	1.1	28	52	30	6.4
All Other Professionals, Paraprofessionals and Technical Workers	39999	12	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,649	43.4				
Salespersons, Retail	49011	1,421	37.4	6	1,508	1,334	81.5
Stock Clerks, Sales Floor	49021	148	3.9	22	180	116	15.9
Cashiers	49023	75	2.0	22	92	58	8.9
All Other Sales and Related Workers	49999	5	0.1	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	629	16.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	127	3.3	19	151	103	21.7

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES
(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bill and Account Collectors	53508	10	0.3	18	12	8	4.5
Secretaries	55100	56	1.5	23	69	43	14.6
Receptionists and Information Clerks	55305	10	0.3	33	13	7	3.8
Bookkeeping, Accounting, and Auditing Clerks	55338	160	4.2	11	177	143	40.1
General Office Clerks	55347	101	2.7	16	117	85	21.0
Billing, Posting, and Calculating Machine Operators	56002	24	0.6	26	30	18	4.5
Switchboard Operators	57102	15	0.4	20	18	12	2.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	78	2.1	13	88	68	12.1
Traffic, Shipping, and Receiving Clerks	58028	34	0.9	15	39	29	11.5
All Other Material Recording, Scheduling, and Distributing Workers	58099	6	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	8	0.2	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	46	1.2				
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	23	0.6	21	28	18	8.3
All Other Cleaning and Building Service Workers, Except Private Households	67099	8	0.2	NA	-	-	NA
All Other Service Workers	69999	15	0.4	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	732	19.3				
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	24	0.6	17	28	20	8.3
Electric Home Appliance and Power Tool Repairers	85711	49	1.3	24	61	37	5.7

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
FURNITURE, HOME FURNISHINGS AND EQUIPMENT STORES
(SIC 57)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Mechanics, Installers and Repairers	85999	176	4.6	NA	-	-	NA
Carpet Installers	87602	76	2.0	18	89	63	10.8
All Other Construction Trades Workers	87899	30	0.8	NA	-	-	NA
All Other Precision Workers	89999	32	0.9	NA	-	-	NA
All Other Machine Operators and Tenders	92998	24	0.6	NA	-	-	NA
All Other Hand Workers	93999	27	0.7	NA	-	-	NA
Truck Drivers, Heavy or Tractor Trailer	97102	47	1.2	30	61	33	5.7
Truck Drivers, Light-Include Delivery and Route Workers	97105	172	4.5	12	193	151	29.3
Freight, Stock and Material Movers, Hand	98700	69	1.8	14	79	59	14.6
All Other Helpers, Laborers, and Material Movers, Hand	98999	6	0.2	NA	-	-	NA

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 57)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	49011	Salespersons, Retail	81.5
2	19005	General Managers and Top Executives	77.7
3	55338	Bookkeeping, Accounting and Auditing Clerks	40.1
4	97105	Truck Drivers, Light-Include Delivery and Route Workers	29.3
5	51002	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	21.7
6	55347	General Office Clerks	21.0

RETAIL—FURNITURE
EMPLOYMENT, 1980—1985
EMPLOYMENT (Thousands)
3.9
3.8
3.7
3.6
3.5
3.4
3.3
3.2
3.1
3
2.9
2.8
2.7
2.6
2.5
1980
1981
1982
1983
1984
1985
YEAR

OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises. Within this group, the largest industry is SIC-5812-Eating Places, such as Restaurants, Cafeterias and Hot Dog Stands. The only other industry SIC 5813, Bars and Night Clubs account for only one percent of the employment in SIC 58.

Compared to a similar survey in 1982, employment in SIC 58 grew by 7,516 workers or 33 percent. The specific occupation of Waiters and Waitresses grew by 2,188 workers or 29 percent.

Our sample consisted of 139 units representing employment of 7,085. Usable responses were received from 91 units or 65 percent of the units sampled. The reported employment was 4,460.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	65008	Waiters and Waitresses	9,733
2	65038	Food Preparation Workers	2,225
3	65041	Combined Food Preparation and Service Workers	2,153
4	65026	Cooks, Restaurant	2,130
5	65032	Cooks, Specialty Fast Food	2,033
6	65017	Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria	1,830
7	49023	Cashiers	1,598
8	65005	Bartenders	1,405
9	15026	Food Service and Lodging Managers	1,280
10	65002	Host and Hostesses-Restaurant, Lounge or Coffee Shop	1,104

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		30,484	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,862	6.1				
Food Service and Lodging Managers	15026	1,280	4.2	30	1,664	896	47.3
General Managers and Top Executives	19005	541	1.8	19	642	440	42.9
All Other Managers and Administrators	19999	41	0.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	226	0.7				
Accountants and Auditors	21114	138	0.4	34	185	91	13.2
All Other Management Support Workers	21999	9	*	NA	-	-	NA
All Other Professionals, Paraprofessionals and Technical Workers	39999	79	0.3	NA	-	-	NA
SALES OCCUPATIONS	40000-49999	1,650	5.4				
Cashiers	49023	1,598	5.2	31	2,089	1,107	33.0
All Other Sales and Related Workers	49999	52	0.2	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	537	1.8				
Bookkeeping, Accounting, and Auditing Clerks	55338	232	0.8	25	291	173	26.4
All Other Clerical and Administrative Support Workers	59999	305	1.0	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	26,087	85.6				
First Line Supervisors and Manager/Supervisors-Service	61000	496	1.6	21	601	391	25.3

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
EATING AND DRINKING PLACES
(SIC 58)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Host and Hostesses-Restaurant, Lounge Or Coffee Shop	65002	1,104	3.6	17	1,294	914	45.1
Bartenders	65005	1,405	4.6	15	1,614	1,196	50.5
Waiters and Waitresses	65008	9,733	31.9	8	10,496	8,970	74.7
Dining Room and Cafeteria Attendants, and Bartender Helpers	65014	916	3.0	35	1,234	598	24.2
Counter Attendants-Lunchroom, Coffee Shop, Or Cafeteria	65017	1,830	6.0	34	2,459	1,201	14.3
Cooks, Restaurant	65026	2,130	7.0	12	2,393	1,867	59.3
Cooks, Specialty Fast Food	65032	2,033	6.7	26	2,557	1,509	20.9
Cooks, Short Order	65035	421	1.4	34	565	277	15.4
Food Preparation Workers	65038	2,225	7.3	20	2,668	1,782	45.1
Combined Food Preparation and Service Workers	65041	2,153	7.1	32	2,838	1,468	16.5
All Other Food Service Workers	65099	934	3.1	NA	-	-	NA
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	563	1.8	28	719	407	23.1
All Other Service Workers	69999	144	0.5	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	122	0.4				
All Other Mechanics, Installers, and Repairers	85999	64	0.2	NA	-	-	NA
All Other Construction Trades Workers	87899	5	*	NA	-	-	NA
All Other Transportation and Related Workers	97899	53	0.2	NA	-	-	NA

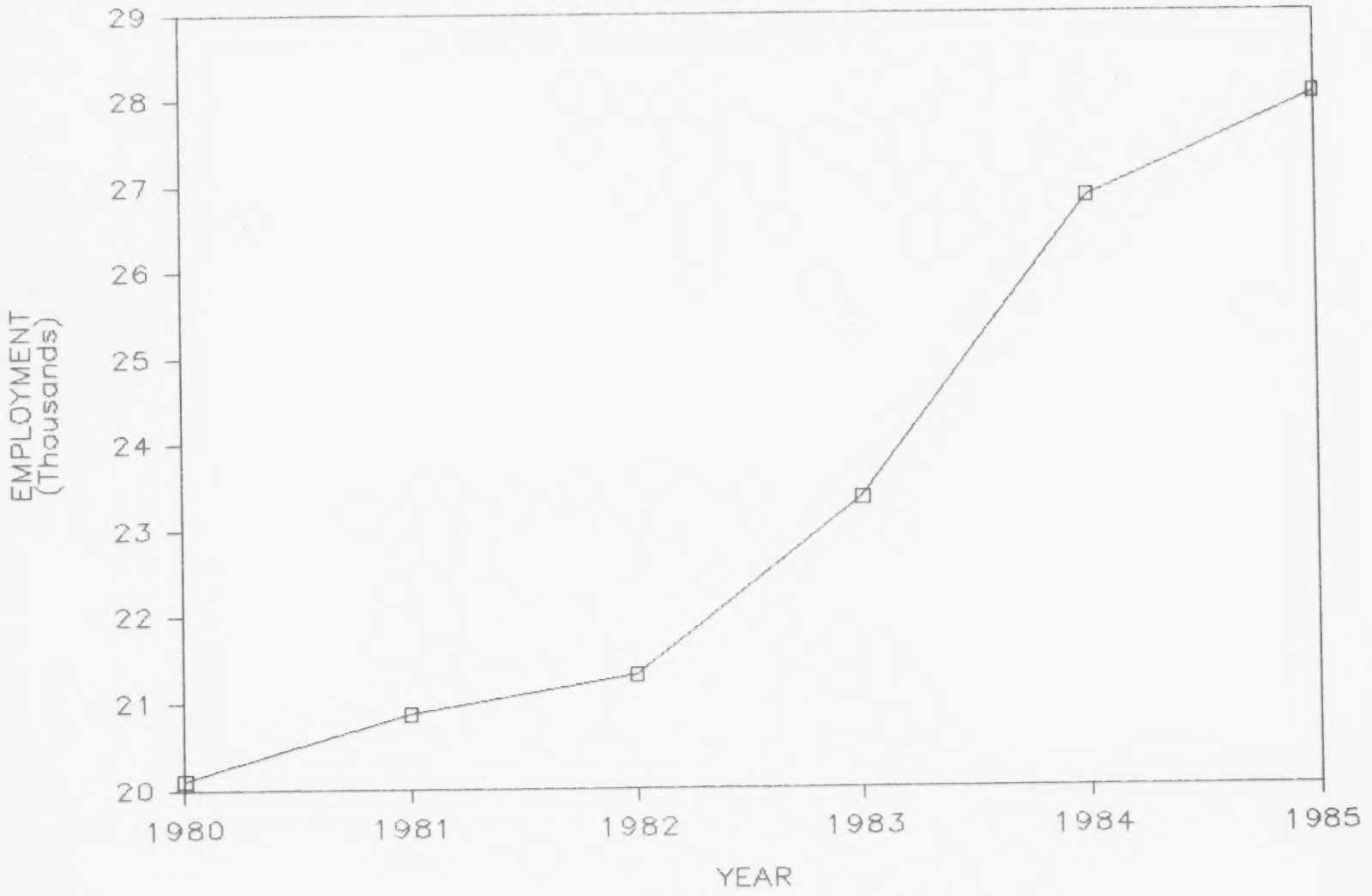
* Less Than 0.05 Percent

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK
(SIC 58)

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	65008	Waiters and Waitresses	74.7
2	65026	Cooks, Restaurant	59.3
3	65005	Bartenders	50.5
4	15026	Food Service and Lodging Managers	47.3
5	65002	Host and Hostesses-Restaurant, Lounge or Coffee Shop	45.1
5	65038	Food Preparation Workers	45.1

RETAIL—RESTAURANTS

EMPLOYMENT, 1980—1985



OCCUPATIONAL EMPLOYMENT
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

This major group includes retail establishments not classified elsewhere. Within this group, the largest industry is SIC-594-Miscellaneous Shopping Goods Stores.

Compared to a similar survey in 1982, employment in SIC 59 grew by 2,144 workers or 21 percent. Employment gains were reported in all occupational groups except Production which lost 265 workers.

Our sample consisted of 471 units representing employment of 8,066. Usable responses were received from 362 units or 77 percent of the units sampled. The reported employment was 6,278.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1985 ESTIMATED EMPLOYMENT
1	49011	Salespersons, Retail	3,478
2	19005	General Managers, and Top Executives	1,014
3	49023	Cashiers	969
4	49021	Stock Clerks, Sales Floor	760
5	55347	General Office Clerks	486
6	55338	Bookkeeping, Accounting, and Auditing Clerks	461
7	32517	Pharmacists	439
8	85902	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	312
9	41002	First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	304
10	97105	Truck Drivers, Light-Include Delivery and Route Workers	251

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS REPORTING
1	19005	General Managers and Top Executives	61.9
2	49011	Salespersons, Retail	59.9
3	55338	Bookkeeping, Accounting, and Auditing Clerks	36.7
4	55347	General Office Clerks	19.9
5	49021	Stock Clerks, Sales Floor	19.3

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		12,130	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	1,307	10.8				
Financial Managers	13002	38	0.3	19	45	31	4.1
Personnel, Training, and Labor Relations Managers	13005	21	0.2	15	24	18	1.4
Purchasing Managers	13008	190	1.6	21	230	150	14.9
Marketing, Advertising, And Public Relations Managers	13011	13	0.1	2	13	13	1.1
General Managers And Top Executives	19005	1,014	8.4	5	1,065	963	61.1
All Other Managers And Administrators	19999	31	0.2	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,098	9.1				
Accountants and Auditors	21114	74	0.6	15	85	63	8.0
All Other Financial Specialists	21199	4	*	NA	-	-	NA
Wholesale and Retail Buyers, Except Farm Products	21302	208	1.7	11	230	186	12.4
All Other Management Support Workers	21999	10	0.1	NA	-	-	NA
Computer Programmers	25105	30	0.3	13	34	26	1.9
Pharmacists	32517	439	3.6	8	472	406	13.5
All Other Health Professionals, Paraprofessionals, and Technicians	32999	48	0.4	NA	-	-	NA
Photographers	34023	21	0.2	40	29	13	1.1
Artists and Related Workers	34035	14	0.1	12	16	12	1.1
Designers	34038	220	1.8	16	256	184	6.9
All Other Professionals, Paraprofessional and Technical Workers	39999	30	0.3	NA	-	-	NA

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	40000-19999	5,590	46.1				
First Line Supervisors And Manager/Supervisors-Sales And Related Occupations	41002	304	2.5	9	332	276	19.1
Salespersons, Retail	41011	3,478	28.6	5	3,656	3,300	59.9
Stock Clerks, Sales Floor	49021	760	6.3	16	878	642	19.3
Cashiers	49023	969	8.0	14	1,108	830	17.4
All Other Sales And Related Workers	49999	79	0.7	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,959	16.1				
First Line, Supervisors And Managers/Supervisors-Clerical And Administrative Support Occupations	51002	17	0.1	27	22	12	1.7
Adjustment Clerks	53123	19	0.2	5	20	18	0.8
Secretaries	55100	214	1.8	12	239	189	16.9
Order Clerks-Materials, Merchandise, And Service	55323	131	1.1	13	148	114	5.2
Bookkeeping, Accounting, And Auditing Clerks	55338	461	3.8	7	491	431	36.7
Billing, Cost And Rate Clerks	55344	84	0.7	16	98	70	7.5
General Office Clerks	55347	486	4.0	13	551	421	19.9
Computer Operators, Except Peripheral Equipment	56011	13	0.1	26	16	10	1.4
Data Entry Keyers, Except Composing	56017	31	0.3	16	36	26	1.4
All Other Office Machine Operators	56099	6	*	NA	-	-	NA
Mail Clerks, Except Mail Machine Operators and Postal Service	57302	22	0.2	16	25	19	1.1
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	141	1.2	27	179	103	6.9
Order Fillers, Wholesale and Retail Sales	58026	121	1.0	14	138	104	5.5

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

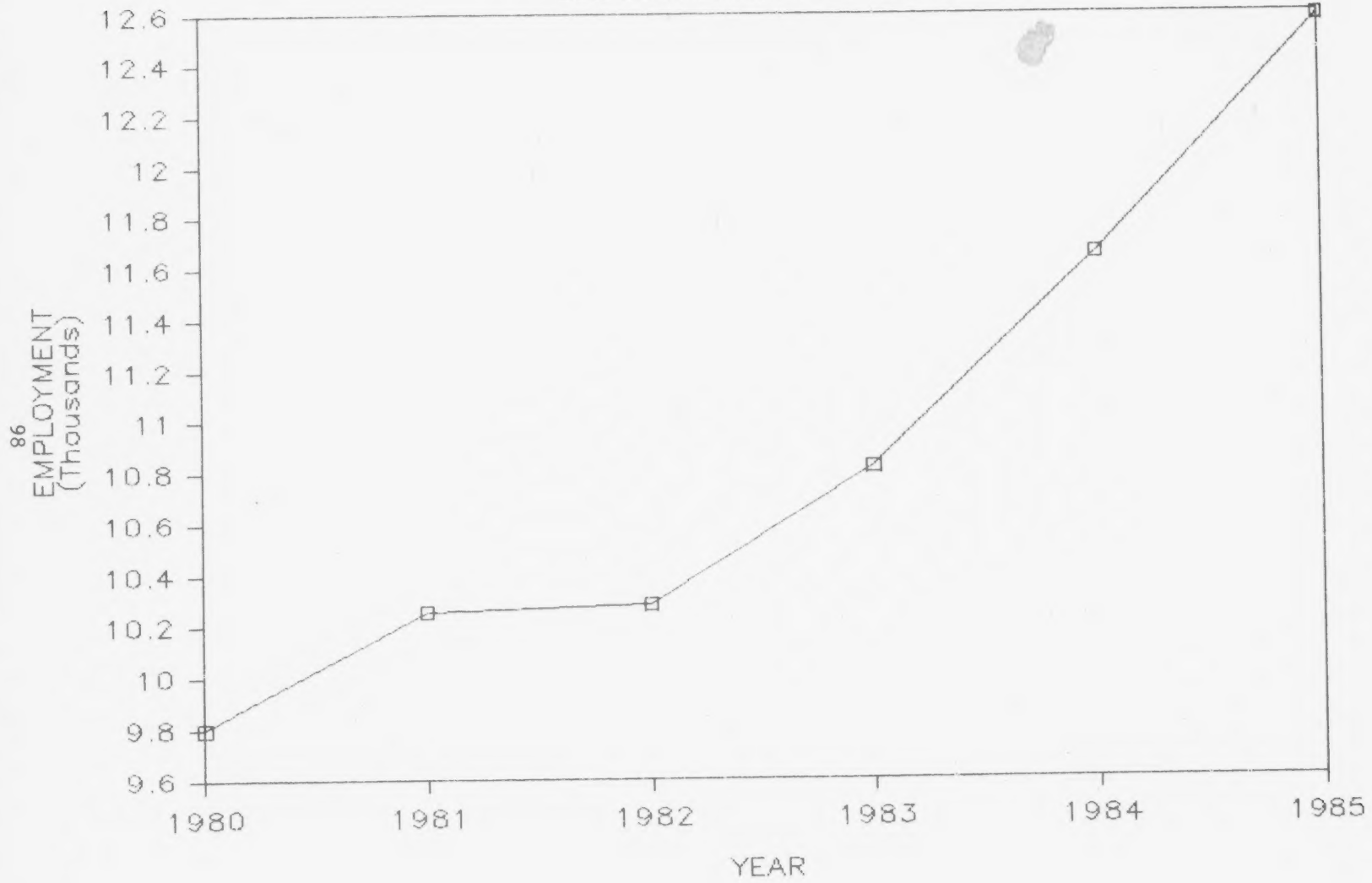
OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Traffic, Shipping, and Receiving Clerks	58028	152	1.2	8	165	139	7.2
All Other Material Recording, Scheduling, and Distributing Workers	58099	13	0.1	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	48	0.4	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	472	3.9				
Food Preparation Workers	65038	83	0.7	35	112	54	3.3
All Other Food Service Workers	65099	106	0.9	NA	-	-	NA
Pharmacy Assistants	66026	188	1.5	31	247	129	6.4
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	67005	83	0.7	19	99	67	7.2
All Other Service Workers	69999	12	0.1	NA	-	-	NA
AGRICULTURAL, FORESTRY, FISHING AND RELATED OCCUPATIONS	70000-79999	43	0.3	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,661	13.7				
All Other First Line Supervisors and Manager/ Supervisors-Production, Construction, Maintenance and Related	81099	2	*	NA	-	-	NA
All Other Inspectors, Testers, and Related Occupations	83099	8	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	47	0.4	28	60	34	5.0
Automotive Mechanics	85302	17	0.1	43	24	10	1.9

STAFFING PATTERNS
RETAIL TRADE INDUSTRIES
MISCELLANEOUS RETAIL
(SIC 59)

OCCUPATIONAL TITLE	OES CODE	JUNE 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Bus and Truck Mechanics and Diesel Engine Specialists	85311	14	0.1	23	17	11	2.5
Electric Home Appliance and Power Tool Repairers	85711	16	0.1	22	20	12	1.1
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	85902	312	2.6	8	336	288	12.2
Watchmakers	85917	10	0.1	45	14	6	0.8
Office Machine and Cash Register Servicers	85926	20	0.2	41	28	12	0.8
Gas Appliance Repairers	85944	40	0.3	27	51	29	3.3
Coin and Vending Machine Servicers and Repairers	85947	58	0.5	25	72	44	2.8
Bicycle Repairers	85951	55	0.5	38	76	34	2.2
All Other Mechanics, Installers and Repairers	85999	32	0.3	NA	-	-	NA
All Other Construction Trades Workers	87899	5	*	NA	-	-	NA
Jewelers and Silver-smiths	89123	35	0.3	33	46	24	1.9
All Other Precision Workers	89999	7	0.1	NA	-	-	NA
All Other Machine Operators and Tenders	92998	4	*	NA	-	-	NA
All Other Hand Workers	93999	44	0.4	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	246	2.0	18	290	202	10.2
Truck Drivers, Light-Include Delivery and Route Workers	97105	251	2.0	18	295	207	13.3
Driver/Sales Workers	97117	183	1.5	19	217	149	5.2
Service Station Attendants	97805	108	0.9	29	139	77	3.9
All Other Transportation and Related Workers	97899	13	0.1	NA	-	-	NA
All Other Material Moving Equipment Operators	97999	3	*	NA	-	-	NA
Freight, Stock, and Material Movers, Hand	98700	32	0.3	24	40	24	4.1
All Other Helpers, Laborers and Material Movers, Hand	98999	99	0.8	NA	-	-	NA

RETAIL—MISCELLANEOUS

EMPLOYMENT, 1980—1985



ANNUAL AVERAGE EMPLOYMENT IN NEW HAMPSHIRE
WHOLESALE AND RETAIL TRADE
1980-1985

SIC	INDUSTRY	AVERAGE EMPLOYMENT					
		1980	1981	1982	1983	1984	1985
50-59	Trade	85,431	88,943	88,460	94,098	104,616	111,709
50	Wholesale Trade-Durable	9,105	9,898	9,459	10,191	11,233	12,394
51	Wholesale Trade-Nondurable	6,380	6,608	6,335	6,373	6,794	6,877
52	Building Materials	3,628	3,595	3,518	3,623	3,965	4,376
53	Retail-General	8,326	8,455	8,035	8,779	9,400	10,120
54	Retail-Food	13,740	14,789	14,999	15,648	17,363	18,448
55	Retail-Automobile	7,850	7,946	7,961	8,199	9,413	10,116
56	Retail-Apparel	3,950	3,980	3,967	4,269	4,557	4,876
57	Retail-Furniture	2,554	2,552	2,595	2,844	3,388	3,880
58	Retail-Eat & Drink	20,100	20,866	21,309	23,351	26,848	28,037
59	Retail-Miscellaneous	9,798	10,254	10,282	10,821	11,655	12,585

ESTIMATES COVERING THE FOLLOWING OCCUPATIONS WERE NOT SHOWN
SEPARATELY BECAUSE THEY DID NOT MEET THE CRITERIA FOR PUBLICATION. (SEE APPENDIX)
THEY WERE HOWEVER ADDED TO THE APPROPRIATE "ALL OTHER" OR RESIDUAL CATEGORY
AN X IS PLACED IN THE SQUARE CORRESPONDING TO THE SIC AND OCCUPATION ADDED TO THE "ALL OTHER" CATEGORY*

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Accountants and Auditors							X						
Adjustment Clerks				X	X					X			
Administrative Services Managers		X			X		X		X	X			X
Aircraft Engine Specialists													
Aircraft Mechanics	X		X						X				
Artists and Related Workers				X	X								
Assemblers and Fabricator's Except Machine, Electrical, Electronic & Precision		X		X	X						X		X
Automotive Body and Related Repairers													
Automotive Mechanics					X	X	X						
Bakers, Bread and Pastry							X					X	X
Bartenders													
Bicycle Repairers							X						
Bill and Account Collectors		X		X	X		X	X		X			X
Billing, Cost and Rate Clerks										X	X	X	
Billing, Posting, and Calculating Machine Operators								X	X				X
Bookkeeping, Accounting & Auditing Clerks												X	
Budget Analysts	X	X	X		X								X
Bus and Truck Mechanics, and Diesel Engine Specialists						X							
Butchers and Meat Cutters												X	
Cabinetmakers and Bench Carpenters											X		
Camera and Photographic Equipment Repairers	X		X										X
Carpenters		X		X				X			X		
Carpet Cutters, Diagrammers, and Seamers													
Carpet Installers													
Cashiers													
Ceiling Tile Installers and Acoustical Carpenters													
Coin and Vending Machine Servicers and Repairers													
Combined Food Preparation and Service Workers							X						
Communications, Transportation & Utilities Operations Managers						X		X				X	X
Computer Operators, Except Peripheral Equipment							X		X	X			
Computer Programmers						X							
Computer Programmer Aides		X	X			X							X
Conveyor Operators and Tenders	X	X	X	X	X								X
Cooks, Institution or Cafeteria	X		X										X
Cooks, Restaurant							X						
Cooks, Short Order								X	X				X
Cooks, Specialty Fast Food													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Correspondence Clerks		X		X									
Cost Estimators	X		X			X			X				
Counter and Rental Clerks		X		X			X	X	X				X
Counter Attendants-Lunchroom, Coffee Shop, or Cafeteria							X						X
Crane and Tower Operators	X	X		X									
Credit Authorizers		X	X	X	X	X	X						
Credit Checkers	X	X	X	X	X	X							
Custom Tailors and Sewers							X						
Data Entry Keyers, Except Composing						X			X	X			
Data Processing Equipment Repairers													
Demonstrators, Promoters, and Models	X	X	X	X			X						X
Designers, Except Interior Designers							X				X		
Detectives and Investigators, Except Public								X					X
Dining Room and Cafeteria Attendants, and Bartender Helpers													
Dispatchers-Except Police, Fire and Ambulance		X		X	X		X						X
Drafters			X		X	X							
Driver/Sales Workers						X			X				
Electrical and Electronic Engineers													
Electrical and Electronic Engineering Technicians and Technologists			X		X						X		
Electricians	X	X	X	X								X	
Electric Home Appliance and Power Tool Repairers		X		X			X						
Electronic Home Entertainment Equipment Repairers									X		X		
Electrical Installers and Repairers, Transportation Equipment	X		X					X	X		X		
Farm Equipment Mechanics													
Fence Erectors													
File Clerks					X	X			X				X
Financial Managers							X	X		X	X	X	
First Line Supervisors and Manager/Supervisors-Clerical & Administrative Support Occupations							X					X	
First Line Supervisors and Manager/Supervisors-Mechanics, Installers & Repairers							X						X
First Line Supervisors and Manager/Supervisors-Service							X	X	X		X		X
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations						X					X		
Floor Layers, Except Carpet, Wood and Hard Tile											X		
Floor Sanding Machine Operators													
Food Preparation Workers									X				
Food Service and Lodging Managers							X	X					
Freight, Stock and Material Movers, Hand							X	X		X			
Furniture Finishers	X		X								X		
Gardeners and Groundskeepers, Except Farm		X	X		X			X					X
Gas Appliance Repairers											X		
General Managers and Top Executives													
General Office Clerks												X	
Glaziers													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Graders and sorters, Agricultural Products													
Guards and Watch Guards	X		X			X						X	
Hairdressers, Hairstylists, and Cosmetologists													
Hand Packers and Packagers							X						X
Heating, Air Conditioning & Refrigeration Mechanics					X			X			X		
Hoist and Winch Operators	X	X		X									
Hosts and Hostesses-Restaurant, Lounge or Coffee Shop							X						
Industrial Truck and Tractor Operators							X						
Installers and Repairers-Manufactured Buildings, Mobile Homes & Travel Trailers													
Interior Designers		X		X	X								
Janitors and Cleaners, Except Maids and Housekeeping Cleaners													
Jewelers & Silversmiths													
Life Scientists													
Machinery Maintenance Mechanics	X		X				X						
Machinists					X								
Maids and Housekeeping Cleaners											X	X	
Mail Clerks, Except Mail Machine Operators and Postal Service		X			X								
Maintenance Repairers, General Utility							X	X		X	X	X	
Marking Clerks													
Marketing, Advertising, and Public Relations Managers						X	X	X			X	X	
Mechanical Engineering Technicians & Technologists													
Mechanical Engineers	X	X	X	X			X						
Mechanic and Repairer Helpers				X	X								
Merchandise Displayers & Window Trimmers		X		X			X						X
Mobile Heavy Equipment Mechanics, Except Engines													
Motorcycle Repairers													
Musical Instrument Repairers & Tuners	X		X								X		
Musicians, Instrumental	X		X									X	
News and Street Venders, Telephone Solicitors, and Door-To-Door Sales Workers							X						X
Nursery Workers	X		X			X		X					X
Office Machine & Cash Register Servicers					X								
Opticians, Dispensing & Measuring	X		X										X
Order Clerks-Materials, Merchandise and Service										X			
Order Fillers, Wholesale & Retail Sales										X			
Packaging & Filling Machine Operators & Tenders									X				
Painters, Transportation Equipment	X		X										
Painters and Paperhangers, Construction & Maintenance	X	X	X	X		X	X						X
Payroll and Timekeeping Clerks		X		X	X		X	X			X		X
Peripheral EDP Equipment Operators													

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION												
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59
Personnel Clerks, Except Payroll and Timekeeping							X		X	X			X
Personnel, Training, and Labor Relations Managers				X	X		X					X	
Personnel, Training, and Labor Relations Specialists		X		X	X		X	X					
Pharmacists						X		X					
Pharmacy Assistants						X							
Photographers		X			X							X	
Physical and Life Science Technicians and Technologists													
Physical Scientists	X		X										X
Production Inspectors, Testers, Graders, Sorters, Samplers and Weighers		X	X	X									X
Purchasing Agents & Buyers, Farm Products			X	X	X			X			X		
Purchasing Agents, Except Wholesale, Retail and Farm Products	X		X					X				X	X
Purchasing Managers							X					X	
Receptionists and Information Clerks						X						X	X
Registered Nurses													
Sales Engineers	X	X	X	X							X		
Salespersons, Parts						X	X						X
Salespersons, Retail													
Sales Representatives, Except Scientific and Related Products or Services and Retail													X
Sales Representatives, Scientific and Related Products and Services-Except Retail													
Secretaries								X				X	
Service Station Attendants				X									
Sewing Machine Operators, Garment	X	X	X	X						X			
Sewing Machine Operators, Non-garment											X		X
Sheet Metal Workers													
Small Engine Specialists											X		X
Stenographers	X	X			X								
Stock Clerks, Sales Floor									X				
Stock Clerks-Stockroom Warehouse or Storage Yard													
Switchboard Operators						X	X		X				X
Systems Analysts, Electronic Data Processing					X	X						X	X
Tire Repairers and Changers													
Traffic Shipping, and Receiving Clerks									X				
Truck Drivers, Heavy or Tractor Trailer							X	X					
Truck Drivers, Light-Include Delivery and Route Workers							X	X		X		X	
Typists			X			X			X				X
Typists, Word Processor			X	X	X								X
Upholsterers													
Vehicle Washers & Equipment Cleaners		X		X									
Waiters and Waitresses								X					X
Watchmakers													
Weighers, Measurers, Checkers and Samplers-Recordkeeping	X		X								X		

OCCUPATIONAL TITLE	STANDARD INDUSTRIAL CLASSIFICATION													
	50-59	50-51	52-59	50	51	52	53	54	55	56	57	58	59	
Welders and Cutters														
Wood Machinists														
Wholesale and Retail Buyers, Except Farm Products								X						
Writers and Editors	X		X										X	

* Some of the occupations do not have any entries in the squares corresponding to the SIC'S. These occupations were added to the "All Other Categories" for either the Regulated Industries, Education or Government sectors of the 1985 Balance of Nonmanufacturing Survey

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planning, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39000 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters; and Chemical Technicians (except Health).

40000-49000 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc.); and mail preparation and distributing.

60000-69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000-98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.

METHODOLOGY

A. Sample and Survey Response

The second quarter of the 1984 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Wholesale and Retail Trade establishments were stratified by three digit SIC'S (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1985 as designated by the U.S. Bureau of Labor Statistics.

Usable responses were received from 1,799 establishments or 76 percent of the 2,367 units surveyed. Employment reported by these units accounted for 76 percent of the total surveyed employment. The survey was conducted by mail and consisted of an initial mailing and three followups. Phone calls were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4 - 9 would be in one size class and those with employment of 10 - 19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of 1/2 which is two, and for estimating purposes, the 100 employment would have a representation of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sample establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May or June 1985 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for the month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors.[1] The sum of the squared and weighted sample observations is derived from summation formulas dealing with weights assigned to establishments, total employment reported by establishments, and employment

reported by establishments for specific occupations. The series of correction factors are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell).

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associated sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, automotive dealers (SIC 55) lists an estimated total of 1,734 automotive mechanics with a relative error of 5 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of automobile mechanics would not differ from the estimate by more than 92 or an estimated high of 1,826 or low of 1,642. Any specific occupation with ten or more employees and relative error 50 percent or less was published separately in this report except in industries 53, 57, and 58, where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

Percent of firms reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

I. OES STATE OPERATIONS MANUAL U.S. DEPT OF LABOR BUREAU OF LABOR STATISTICS JULY 1986 8-50.